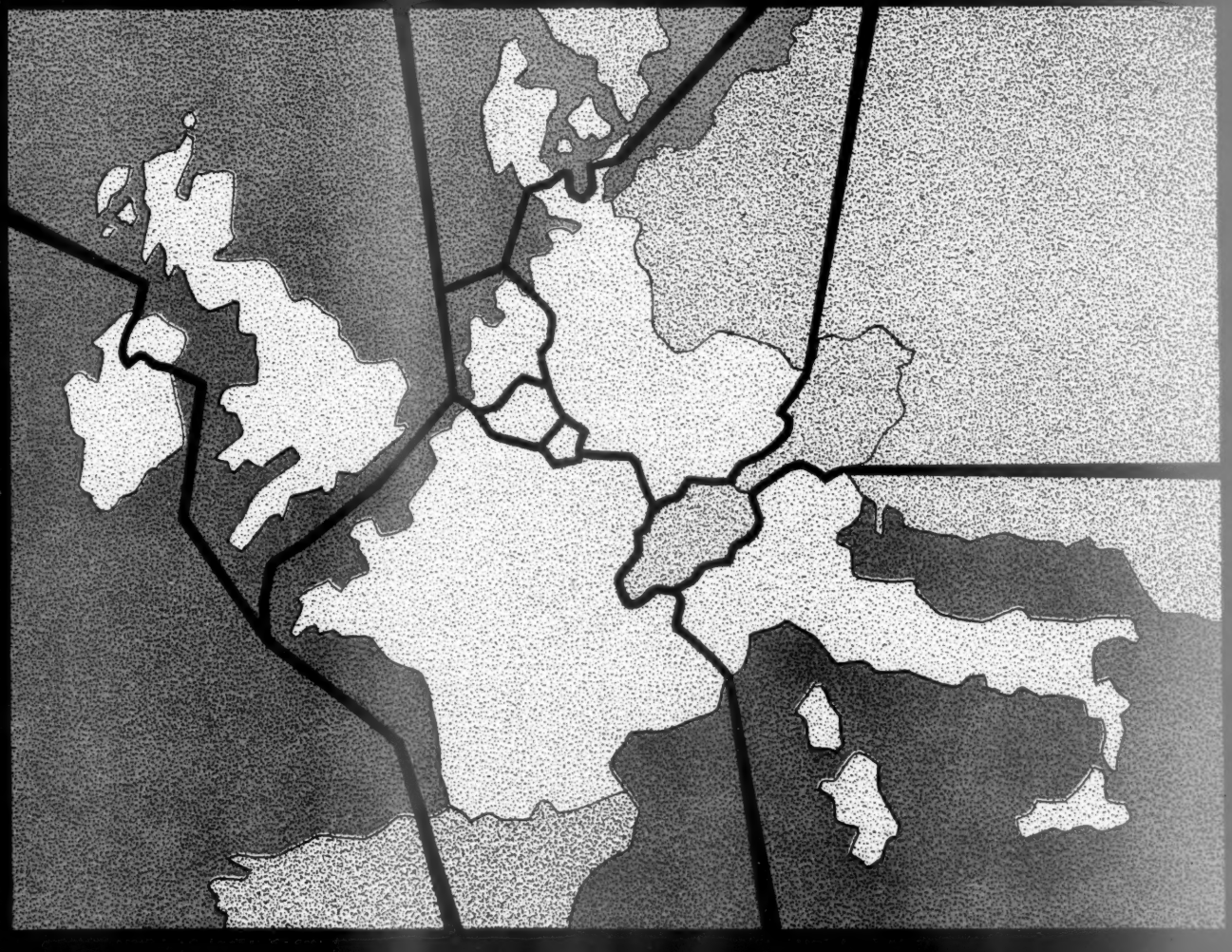
# Trade and Industry

8 August 1974 10p

## Eliminating technical barriers to trade



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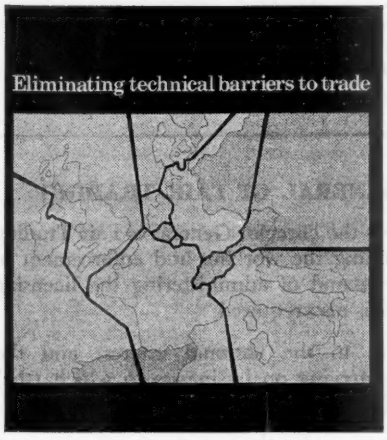


'Eliminating technical barriers to trade' is the title of the main feature in this month's *European Community Commentary*. Non-tariff barriers constitute the biggest single obstacle to the achievement of a truly unified market and the article describes the Commission's approach to removing the so-called technical barrier.

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# Britain

# The Consumer Credit Act 1974

by Derek Hyde, Head of Consumer Credit Branch, Department of Prices and Consumer Protection

The Consumer Credit Act 1974,* which received the Royal Assent on 31 July, is the most far reaching reform of consumer credit law ever made in this country. Its 12 Parts totalling 193 sections and five schedules will affect, to some extent, every creditor in the United Kingdom. It removes outdated regulation of the consumer credit industry, imposes new trading standards, lays the foundation for 'truth in lending', imposes licensing on the entire consumer credit industry and gives the Director General of Fair Trading new and important duties to supplement those in the Fair Trading Act 1973. In short, it meets the three primary criteria for consumer credit legislation laid down in the Crowther Report of the Committee on Consumer Credit (Cmnd. 4596) – the redress of bargaining inequality, the control of trading malpractices and the regulation of remedies for default.

Previous credit legislation in this country has imposed different rules according to the status of the creditor and the type of lending (eg the Moneylenders Acts, the Pawnbrokers Acts, the Hire Purchase Acts). The new statute treats all lenders alike, with no exemption on an institutional basis and regulates alike, insofar as possible, all forms of credit, eg a cash loan, a sale of goods on credit, a credit card transaction, a hire purchase deal, etc. It provides hirers of goods with similar protection to credit-purchasers of goods recognising that hire is often an alternative to credit. It recognises that prior to entering into an agreement the consumer needs an adequate supply of information in order to make an informed choice; that the imposition of trading standards and provision of consumer protection is needed at each stage of a transaction; that the credit industry is not made up of creditors only but also a wide range of ancillary businesses, eg debt collectors, debt-counsellors, credit reference agencies and brokers – either a 'broker' in the traditional sense or a retailer offering financial services of a creditor in order to sell his goods. It gives protection not only to the consumer in his private capacity but also when he is trading as a sole trader or partnership, recognising that although a small trader might be knowledgeable in his own sphere he may not be in financial matters, where he needs protection as much as in his private capacity. Furthermore, the Act recognises that the credit industry is a developing one and that it is not desirable to hamper new developments by rigid and inflexible legislation; thus much of the detail to make the Act effective will be prescribed by the Secretary of State in orders made under the Act.

Because of its comprehensiveness, the Act is not light reading, although much has been done to make it accessible to the reader, including the inclusion of examples to clarify and illustrate the new terminology used. This survey can only highlight, in a simplified manner, the most important provisions.

* This is the first of two articles on the Consumer Credit Act 1974. Because of industrial action, the Act itself is not available from HMSO but reprints of both articles will be obtainable from Consumer Credit Branch, DPCP, 1 Victoria Street, London SW1, tel 01-222 7877, ext. 4197.

## THE DIRECTOR GENERAL OF FAIR TRADING

Part I of the Act gives the Director General of Fair Trading the duty of superintending the working and enforcement of the Act and regulations and of administering the licensing system set up by it. He is also required

> 'having regard both to the national interest and the interests of persons carrying on businesses to which (the) Act applies and their customers'

to keep under review and advise the Secretary of State about social and commercial developments relating to credit and hiring. He is also required to arrange for the publication of information and advice about the operation of the Act, and credit facilities available and related matters. Other important duties – eg to keep a Register of licences, to consider and grant, if applicable, waivers from certain areas of the Act – are given to the Director General in later Parts of the statute, some of which are referred to below.

## CREDIT AGREEMENTS, HIRE AGREEMENTS AND LINKED TRANSACTIONS

Part II of the Act has two important functions. It determines the scope of most – *but not all* – of the regulatory provisions and defines certain terms used in the Act.

### Scope

As used in the Act, the word 'credit' covers all credit, no matter the form in which it is made. It can be provided in two ways – either as what the Act terms 'running-account credit' (eg an overdraft, a shop budget or option account, a credit card account) where, once the account has been opened, the debtor is enabled to take further drawings of credit, or as what the Act terms 'fixed-sum credit' (eg a hire purchase agreement, a loan of fixed amount).

Taken together Sections 8, 9, 10, 15 and 16 define exactly a 'regulated agreement' which is the type of agreement regulated by most of the provisions of the Act. Basically, a *regulated consumer credit agreement* must meet three conditions. First, the credit must be available or granted to an individual, ie including sole traders and partnerships but not bodies corporate. Second, in fixed-sum credit it must provide the debtor with credit not exceeding £5,000 or in running-account credit the credit limit must not exceed £5,000. Third, the agreement must not be an exempt agreement (see below). A *regulated consumer hire agreement* must meet five conditions. First, the hiring must be to an individual. Second, it must not be a hire-purchase agreement (in which case it would come into the credit agreement category). Third, it must be a hiring for more than three months. Fourth, it must require the hirer to make payments not exceeding £5,000. Fifth, it must not be an exempt agreement. (Incidentally, the person who has to meet

the requirements of the Act in relation to hire agreements, 'the owner', includes not only the person who with legal ownership of the goods is hiring them out but also anyone else who hires them out, eg a retailer who hires television sets in bulk from a supplier and, in turn, hires them out to his customers is an 'owner' within the meaning of the Act.)

'Exempt' agreements include the house purchase and allied lending of local authorities and building societies. Similar house purchase lending by insurance companies, friendly societies, organisations of employers or workers and charities may be exempted by order as may lending secured on land by 'specialised' lenders such as land improvement companies. It is not intended under these powers to exempt any loans secured on land for other than these reasons; 'second mortgage' type lending will not be exempt. It is not the intention that the Act should control short term credit for the purchase of goods or services, eg store monthly accounts, weekly newspaper and milk bills. The Secretary of State is therefore empowered to exempt such credit agreements. Similarly the Act empowers the Secretary of State to exempt credit agreements where 'the rate of total charge for credit does not exceed the rate so specified'. It is expected that this rate will be set at about 10 per cent depending upon rates of interest ruling at the time the regulations are made. The appropriate rate will be based on the total charge for credit (interest and other charges) which the Secretary of State is given power to prescribe. Furthermore, as it is not the intention to cover 'hiring' agreements which are not generally recognised as hire, the Act gives the Secretary of State power to exempt hire agreements for certain meters of gas, electricity and water and certain equipment hired out by the Post Office, eg telephones.

**Definitions**

Apart from those already mentioned, the Act uses other terms to cover further cases where a sub-categorisation of regulated agreements is needed. Credit, whether provided under a fixed-sum or a running-account agreement, can be made available in two basic ways – either where the debtor is restricted in his use of the credit (eg a credit card that can only be used in certain shops; a credit agreement which is only offered to purchase certain goods) – this is termed 'restricted-use credit', or where the use is unrestricted and the debtor may use it as he chooses – this is 'unrestricted-use credit'.

A further categorisation is necessary; dividing credit agreements into those where the credit:

a finances a transaction between the debtor and a supplier and is provided either by:
  i the supplier himself; or
  ii a separate creditor who has a business arrangement with the supplier to finance the transaction; or

b finances a transaction between the debtor and a supplier and is provided by a creditor who has no business arrangement about the supply of that credit with the supplier; or is a 'refinancing' agreement; or unrestricted-use credit (ie usually a cash loan which the debtor can spend as he chooses).

The first of these is defined as a 'debtor-creditor-supplier' agreement and the second as a 'debtor-creditor' agreement. This categorisation is necessary because under the provisions of the Act the creditor under a debtor-creditor agreement does not incur any liability for the quality of goods, etc. supplied, while the creditor who finances sales of goods, etc. directly or in the course of an agreement with the supplier does have such liability; different consequences of cancellation ensue, depending on this categorisation; it is also likely that different regulations about contents of documents will be made for each category.

A debtor or hirer may, when he is entering into a credit or hire agreement, be required or persuaded to enter into another type of transaction related to the first, eg to buy a supply of frozen food to go into a deep freezer which he is buying on credit. Hardship could be caused if the consumer were given protection in the credit transaction but not the other, eg if he could cancel his credit purchase of the freezer but not the supply of food. In many places, therefore, the Act gives like protection to the credit or hire agreement and what is termed a 'linked transaction' – viz:

a a transaction entered into in compliance with a term of the principal agreement (eg a hiring contract which lays down that the television set must be the subject of a maintenance agreement); or

b a transaction financed by the principal agreement when that agreement is (or will be) a debtor-creditor-supplier agreement (eg a personal loan under a debtor-creditor-supplier agreement made available specifically to buy central heating); or

c a transaction initiated by:
  i the creditor or owner or his associates; or
  ii a person who represents both the creditor or owner and the 'seller' of the linked transaction (eg the door-step canvasser who represents both a trader selling goods on credit and another trader selling ancillary products, the two traders not necessarily knowing anything about the 'twinning'); or
  iii a person initiating the linked transaction in the knowledge that the principal agreement has been or is likely to be made (eg a door-step salesman of ancillary products who follows in the foot-steps of another door-step salesman selling goods on credit);

*and* which transaction so initiated, was entered into by the debtor or hirer or his relative:

aa to induce the creditor or owner to enter into the agreement (eg where credit is not granted unless the debtor first insures his life); or

bb for a purpose related to the principal agreement (eg a life assurance policy on the life of the debtor); or

cc where the loan is restricted-use credit, for a purpose related to the transaction financed (eg a purchase of food to go in a deep freezer bought on credit).

The word 'relative' above highlights an important protection in the Act. One way of evasion could be for the creditor or owner to get, say, the father of the family to sign the credit contract, eg the purchase of a deep freezer on credit; the mother to sign an agreement for a 'linked' transaction, eg an agreement for the purchase of food to go in the freezer and another relative, eg a son, to sign a maintenance contract for the freezer. It could be argued that these are separate contracts, even though they were all signed at the same time; the provisions of the Act would not then bite, except on the main credit agreement. Consequently, the Act, in very many places, not all of which can be mentioned here, gives like protection to acts done or transactions entered into by relatives of the debtor or hirer as it does to those entered into by the debtor or hirer himself.

Other important 'definitions' in this Part include:

a 'Credit-token' which includes a credit-card, a trading check and similar instruments of credit.

b 'Small agreement' which is a credit agreement for fixed-sum credit not exceeding £30 or running-account credit with a credit limit not exceeding £30; or a hire agreement which does not require the hirer to make payments exceeding £30; and which in either case is unsecured or secured by a guarantee or indemnity only and is not a hire purchase or conditional sale agreement.

## LICENSING OF CREDIT AND HIRE BUSINESSES

The framework for the licensing system is dealt with in Part III of the Act. Once the system has been brought into effect, a licence will be needed to carry on any business providing credit or hire under regulated agreements (local authorities and bodies empowered by a public general Act being the only exceptions). Generally a licence will be a 'standard licence' (ie a licence issued to one trading or financial entity) but the Director General does have power to issue a licence to a group of people, 'a group licence', if it appears to him that the public interest is better served by doing so than by obliging the persons concerned to apply separately for standard licences. The licence will not cover the canvassing off trade premises of debtor-creditor-supplier agreements or regulated hire agreements unless specific application has been made and granted for a special provision in the licence to that effect.

To obtain a standard licence the applicant will have to satisfy the Director General that he is a fit person to engage in the activities to be covered by the licence and that the name or names under which he applies are not misleading or otherwise undesirable. In granting any licence the Director is required to have regard to any relevant circumstances, in particular any evidence that the applicant, or any of his employees, agents or associates has committed any offence involving fraud, dishonesty or violence, contravened any provision under the Act or regulations or any other Act relating to the provision of credit or other transactions with individuals, practised discrimination on grounds of sex, colour, race or ethnic or national origin or engaged in deceitful, oppressive, unfair or improper business practices.

The Director General has power to vary, suspend or revoke a licence or to exclude a person from a group licence. If the Director General wishes to do so or if he refuses to grant, renew or vary a licence at the request of the applicant he must allow the applicant to make representations to him before coming to a decision. If the Director General decides to take such action, an appeal against the decision can be made to the Secretary of State for Prices and Consumer Protection and, further, on points of law only, to the High Court.

It is expected that over 70,000 licences will need to be issued and the whole process of setting up the new system will inevitably take some time. It is, however, expected that licensing will start next year.

## SEEKING BUSINESS

Part IV controls methods of seeking business. The object is to enable debtors and hirers to obtain full details of agreements they are contemplating entering into, so as to encourage rational choice, and to protect the debtor or hirer from undesirable ways of seeking business.

### Advertising and miscellaneous (Truth-in-lending: I)

Advertising is the main way in which creditors or owners seek business and the Act provides for close regulation of every form of advertising whether in a publication, by television or radio, by display of notices, signs, labels, showcards or goods, by distribution of samples, circulars, catalogues, price lists or other material, by exhibition of pictures, models or films or in any other way. Because it would be anomalous to require 'truth in lending' in agreements below £5,000 and not in the average person's largest credit transaction (the purchase of his home) the scope of the Advertising and Miscellaneous provisions goes wider than regulated agreements *so as to include all agreements above £5,000 to individuals which are secured on land.* In this way the advertising of building societies, local authorities and other house purchase financiers, no matter the amount of the credit provided, will be subject to the advertising regulations. Furthermore the rules apply to whoever is advertising the credit or hire, eg the creditor, owner, their agent, a shopkeeper or a broker.

Most importantly, the Act requires the Secretary of State to make regulations about the form and content of advertisements of credit and hire transactions. The object of the regulations will be to ensure that all advertisements convey –

> 'a fair and reasonable comprehensive indication of the nature of the credit or hire facilities offered by the advertiser and of their true cost to persons using them'.

This is the first leg in the 'truth in lending' provisions of the Act. It is the intention that advertisements will be required, if they mention any financial details, to set out a full description of the facilities and terms offered and, especially, in the case of credit transactions, the total charge for credit, expressed as an annual percentage rate. The Secretary of State is empowered to prescribe what items are to be included in the 'total charge for credit'. If the disclosure of the cost of credit is to provide truly meaningful comparisons it is essential that the whole of the borrowing costs of the debtor be included. In principle, these must cover the costs charged under the credit agreement itself (eg interest) and the cost of any ancillary contracts, eg for maintenance or services, where these are arranged by or through the supplier of the goods or services or the creditor. Thus, it is the intention that the total charge for credit will have to cover not only the element stated as 'interest' on the sum borrowed, but all other compulsory charges imposed as a condition of granting the credit. Similarly a method of calculating the rate will be prescribed so that there is meaningful comparison between the cost to the consumer of one transaction as compared with another. If an advertisement does not give full details of the facility advertised, the advertiser will be required under the Act to provide this on request in the form of a quotation. Certain creditors and owners may similarly be required to display stipulated information about their charges and rates at their business premises.

In order to enable the 'true cost' of any credit transaction for the purchase of goods or services to be ascertained it is necessary to have a cash price quoted so that there is 'a base' from which the amount of the credit provided (the principal) can be ascertained. Thus the Act makes it an offence to advertise goods or services for sale on credit if at the time when the advertisement is published such goods or services are not available at the same time for cash. It is also made an offence to convey information in an advertisement which is in a material respect false or misleading.

It is the intention that the regulations about advertising and quotations will be some of the first to be made under the Act, probably later this year after consultation with all concerned, to come into force early next year. They will be based on the proposals set out in the White Paper (Reform of the Law on Consumer Credit; Cmnd. 5427) published in September 1973.

### Canvassing, etc

These provisions apply only to regulated agreements. It is made an offence to canvass off trade premises debtor-creditor agreements (ie usually cash loans) even when requested by the consumer unless the request was in writing, *except* for canvassing overdrafts on existing accounts which the Director

General has power to allow. 'Canvassing off trade premises' does *not* include canvassing at places where a business is carried on by the creditor or owner or a supplier or the canvasser or the person whose employee or agent he is or the consumer.

It is made an offence to send to a minor (ie someone under 18 years of age) any document soliciting the use of credit, hire facilities or of brokerage facilities and to send to anyone a credit-token (other than one for a small debtor-creditor-supplier agreement) if he has not asked for it – thus the unsolicited mass mailing of credit cards will be banned.

## ENTRY INTO CREDIT OR HIRE AGREEMENTS

The action that a creditor or owner must take when a debtor or hirer is entering into an agreement is covered in Part V. It provides for a further leg of 'truth in lending' and, an important protection, a 'cooling-off' period in certain transactions in which the debtor or hirer may cancel his agreement with no penalty.

### Preliminary matters

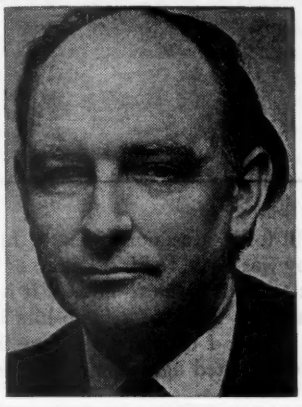
At the first stage, the Secretary of State is empowered to make regulations requiring specified information to be disclosed in a set manner to a consumer before the agreement is made. This follows the present Hire Purchase Act requirement for disclosure in writing of the cash price before a hire purchase agreement is made. It is likely, however, that the proposed regulations will go further than this, especially in respect of those small agreements which are excluded from Part V – see below – and require disclosure of the effective annual rate of charge. A consumer may agree to enter into an agreement but, before it is completed, wish to withdraw from it. The Act gives him a right to do this without penalty, and in order to straighten out any consequences that might ensue from such action, provides that such action shall have the same effect and consequences as cancellation – see below.

Because of conveyancing and other problems, it was not possible to have exactly the same rules in the Act about a 'cooling-off' period for agreements secured on land as it was for other agreements. Consequently, although in agreements other than those secured on land the cooling-off period, if any, takes place *after* the agreement has been signed by the consumer, in agreements secured on land it takes place *before*. Another important difference is that, whilst the 'cooling-off' period generally is limited to certain transactions, in *all regulated agreements secured on land, no matter where they are signed* there is a 'cooling-off' provision except where the loan is for the purchase of land (eg a 'first' mortgage) or is a bridging loan in connection with the purchase of land. The requirement in the Act is that in such transactions, the creditor or owner must give the consumer a copy of the unexecuted agreement which will, see below, have to be in prescribed form and must contain a notice of the consumer's rights of withdrawal. A second copy of the agreement for the consumer's signature must be sent to him by post not less than seven days after the first copy was given to him. No approach (other than the sending of the copy for signature) must be made to the consumer from the time the first copy was given to him to seven days after the copy for signature was sent to him or after signature by the consumer, whichever is earlier.

### Making the agreement (Truth-in-lending: II)

The second leg of 'truth in lending' is provided in Section 60 of the Act which requires the Secretary of State to make regulations about the form and content of agreements so that the consumer is made aware of:

a the rights and duties conferred or imposed on him by the agreement;



Alan Williams, Minister of State at the Department of Prices and Consumer Protection, who was responsible for the passage of the Consumer Credit Act through Parliament and who was also Opposition spokesman on the previous Consumer Credit Bill.

b the amount and rate of the total charge for credit ( in the case of a consumer credit agreement);

c the protection and remedies available to him under (the) Act; and

d any other matters which, in the opinion of the Secretary of State, it is desirable for him to know about in connection with the agreement'.

These regulations will be based on the proposals set out in the White Paper (Cmnd. 5427). Detailed provisions to ensure that the consumer always gets a copy of any document he has signed are made in the Act and dealt with below.

### Cancellation of certain agreements

Apart from an agreement:

a for the purchase of land; or

b for a bridging loan in connection with the purchase of land; or

c any other agreement secured on land (where, see above, a 'cooling-off' period is provided in every case, before the agreement is signed);

the Act provides a 'cooling-off' period in certain other agreements in which the consumer may cancel his agreement. These are agreements where:

i the antecedent negotiations included oral representations made in the presence of the consumer (thus a telephone conversation would not render an agreement cancellable); *and*

ii the agreement is signed by the consumer other than at the business premises of the creditor or owner, any party to a linked transaction (other than the consumer or a relative of his), or the negotiator in any antecedent negotiations (eg a broker).

As mentioned above, detailed requirements are made about the provision of copies of documents to the consumer; these depend on the method of operation of the creditor or owner and whether or not the agreement is cancellable. There are three basic situations:

a If an agreement which has not previously been executed by the creditor or owner is sent or presented personally to the consumer for his signature (and in the latter case is not executed by the creditor or owner on the same occasion) the consumer must at the same time be sent or given a copy of the agreement, in the state it then is. When the agreement is received back by the creditor or owner and is then executed by him, the consumer must be sent a copy of the executed agreement within seven days of its making or (if it is a credit-token

agreement and the credit-token was not given to him when the unexecuted copy was given to him) before or at the time when the credit-token is given to him. If it is a cancellable agreement this copy must be sent to him by post. The consumer has a period of five days from the receipt of the copy of the executed agreement in which he may cancel.

b If an agreement which has previously been executed by the creditor or owner is sent or presented personally to the consumer for his signature or if an agreement which has not previously been executed by the creditor or owner is presented personally to the consumer for his signature and is executed by the creditor or owner on the same occasion, the consumer must be sent or given at the same time a copy of the agreement in the state it then is. If it is a cancellable agreement the procedure that then has to be followed depends on whether or not the Director has given a determination under Section 64(4) of the Act to the creditor or owner.
If he has not (and such determinations are expected to be the exception rather than the rule) a notice of the consumer's cancellation rights, in prescribed form and accompanied, if regulations so prescribe, by a further copy of the agreement, must be sent to the consumer by post within seven days of his signing the original agreement or (if it is a credit-token agreement and the credit-token was not given to him when the copy of the executed agreement was given to him) before or at the time when the credit-token is sent to him. The consumer then has a period of five days from the receipt of this notice in which he may cancel.
If, on the other hand, the creditor or owner has been given a Section 64(4) determination, no further documentation is required but the consumer has until the end of 14 days from the day when he signed the agreement in which he may cancel.

c An agreement might be printed in an advertisement (eg in a newspaper or magazine or in a brochure). (It would, of course, have to be in the prescribed form.) Such an agreement cannot, by definition, already be signed by the creditor or owner when the consumer signs and returns it. When the creditor or owner has received it, however, and executes it, the consumer must be sent a copy of the executed agreement within seven days following the making of the agreement by the creditor or owner or, if a credit-token agreement, before or at the time when the credit-token is given to him. If it is a cancellable agreement this copy must be sent to the consumer by post. The consumer then has a period of five days from the receipt of the copy of the executed agreement in which he may cancel.

In addition to the above requirements, each copy of a cancellable agreement must contain a notice of the consumer's rights of cancellation. The consequences of cancellation by the consumer are, in brief:

a Any money paid by the consumer must be repaid to him.

b If credit in the form of a cash loan has been paid over to the debtor, he may repay the whole or a portion of it before the first instalment is due in the case of instalment credit or, in the case of a loan repayable in a lump sum, within one month; in each case, no interest is payable on the amount repaid. In an instalment loan, he retains the right to repay by instalments but will not be liable for any fees or charges other than interest.

c If goods have been handed over to the consumer prior to cancellation, he must (unless they were perishable goods; goods consumed before cancellation; goods supplied to meet an emergency, or goods which have become incorporated in any land) take care of them for 21 days after cancellation and return them when the creditor or owner asks for them.

d Other than as set out in (b) above, the consumer is not obliged to pay any sum except for the doing of work or the supply of goods to meet an emergency, or for goods which the debtor himself has incorporated into land. In these cases, no interest or other charges are payable except the cash price.

e Any goods given by a consumer in part exchange must be returned to him within 10 days of cancellation or, if this is impossible, he must be given a part exchange cash allowance for them.

f Any security (including any guarantee) is rendered void and the creditor or owner must take steps to make this provision operative.

**Exclusion of certain agreements from Part V**

Section 74 lists certain exclusions from the requirements of Part V:

a a non-commercial agreement (eg an agreement between friends);

b a debtor-creditor agreement enabling the debtor to overdraw on a current account, where the Director General has so determined;

c a loan for the finance of payments arising on the death of a person (eg estate duty) where the Director General has so determined; or

d except for the requirement that certain information must be disclosed in a prescribed manner to the debtor before an agreement is made, small agreements, *but only where they are debtor-creditor-supplier agreements for restricted-use credit* (eg credit sales). Thus cash loans, for example, are NOT excluded from Part V, even though made under a small agreement.

## MATTERS ARISING DURING CURRENCY OF CREDIT OR HIRE AGREEMENTS

Part VI of the Act deals with matters arising during the life of an agreement. One matter on which the Committee on Consumer Credit received a number of representations was about forms of credit, where the supplier persuaded the consumer to sign a loan agreement, had then either provided defective goods or not delivered the goods at all, had gone into liquidation or disappeared, leaving the consumer with a legally enforceable liability on a loan contract entered into with the creditor, but with no satisfactory goods and no effective means of redress. The Government accepted the Committee's recommendation on this problem and this Part provides that the creditor in a debtor-creditor-supplier agreement where the creditor and the supplier are not the same person should have the same joint and several liability as the supplier of the goods or services in respect of claims for misrepresentation or breach of contract. As a corollary to this the creditor is given an indemnity under the Act against the supplier. These provisions will give great protection to the debtor; they will not, however, apply to a non-commercial agreement (eg an agreement between friends) or a case where

the claim relates to a single item costing less than £30 or more than £10,000.

Some agreements have a 'repayment on demand' or 'return goods on demand' provision in them in addition to, or in place of, other payment terms. This is a perfectly reputable provision but if made effective and the consumer is not given sufficient warning and time to make alternative arrangements much hardship can be caused. The Act therefore provides that, subject to certain technical exceptions, such a term cannot be enforced by demanding earlier payment, recovering possession of any goods or land, or treating any right of the consumer as terminated, restricted or deferred except after giving the consumer seven days notice. Another protection for the consumer is that he is entitled to receive (after a request in writing and payment of a fee of 15p) another copy of his agreement and a statement of the current financial position of his account. This will be of use in those cases where a consumer gets into a dispute with another creditor or broker or another financer about his exact position under his agreement.

A consumer might have two or more agreements with the same creditor or owner and tender a payment not sufficient to discharge the total amount due under all the agreements. The Act will allow him to allocate this payment towards the sum due under any one agreement or towards two or more of the sums due in such proportions as he thinks fit. If the consumer does not do so and the agreement is secured, or is a hire purchase agreement, a conditional sale agreement or a consumer hire agreement, then the creditor or owner is required to allocate the payment towards the various sums due in the proportion which they bear to one another; that is, the creditor or owner cannot allocate them towards the agreements that would best serve his interest.

The vexed question of a credit card holder's liability for misuse of his card is tackled by the provision that a debtor under a credit token agreement can only be made liable to the extent of £30 (or the credit limit if lower) for loss when the credit-token is not in his possession. Furthermore so that a credit token holder is always aware of his rights, duties and obligations he will be required to be provided with another copy of his agreement on renewal of his credit-token. Lastly, this Part regulates what the creditor or owner may do to enforce his rights and obtain repayment when the consumer dies. A balance has been struck; while much distress can be caused by unreasonable action at such a time, it is right that the creditor or owner should have some rights to protect his interests. Briefly, if the agreement is fully secured, the creditor or owner may take no action; if it is unsecured, or partly secured, he may take action, on an order of the court, provided he can prove that he has been unable to satisfy himself that the present and future obligations of the consumer are likely to be discharged.

## DEFAULT AND TERMINATION

Part VII of the Act gives consumers rights to terminate voluntarily their agreements or protection when they default on their obligation.

### Default notices

Whenever a consumer defaults, a creditor or owner is stopped from taking any action to enforce his agreement unless he has first served on the consumer a 'default notice' specifying the alleged breach; what action is required to put it right if it is capable of remedy, and if not, what sum, if any, is required to be paid as compensation; and the date by which such action must be taken – which must not be less than seven days after the service of the default notice. This reflects the present Hire Purchase Act provisions and reflects good business practice.

### Further restriction of remedies for default

Where goods are being bought on hire purchase, the present protection of the Hire Purchase Act 1965 is continued so that, once one-third or more of the total price of the goods has been paid, the creditor cannot recover possession of them except on an order of the court. Entry by a creditor or owner on any premises to take possession of goods subject to a hire purchase, conditional sale or hire agreement is prohibited, as is recovery of land under a conditional sale of land, except by court order. The charging of default interest at a higher rate than the basic rate of interest is prohibited.

### Early payment by debtor

One of the most important new rights given to debtors under the Act is the right to terminate their agreements at any time and receive a rebate of any charges. The rebate rules will be made by regulation and are likely to follow the proposals set out in Appendix III of the White Paper (Cmnd. 5427). There will be full consultation with the industry.

### Termination of agreements

The right in the present hire purchase legislation that a debtor under a hire purchase or conditional sale agreement can terminate his agreement early and return the goods as long as he has paid 50 per cent of the total price of the goods is preserved. An important new right is provided for hirers giving them a statutory right to terminate their agreements not less than 18 months from the starting date of the agreements. The reason for this provision is that in the past some hiring agreements have been binding on the hirer (but not the owner) for an unduly long time. As it might be unfair to some business leasing, the Director General of Fair Trading is given power to exempt businesses from this provision where he thinks it is in the interest of hirers to do so and, in addition, there are some exceptions written into the Act, namely –

a Where the agreement provides for annual rental payments of more than £300.

b The operations of the traditional leasing company where the goods are hired for a business and are freely chosen by the hirer from a supplier, unconnected with the person who hires them to him, and where the hiring arrangement is not made until the goods have been chosen,

c The lease is from a 'wholesale' hirer to a 'retail' hirer who then hires the goods out to his consumers.

Lastly, in this Part, a trader, when asked by a customer for a statement confirming that the customer has discharged his indebtedness under a regulated agreement, is required to comply with the request or provide the customer with a counter-notice explaining why he thinks the customer's statement is wrong, or the trader can say that he has no knowledge of the customer's indebtedness. Disputes have arisen about the final clearance of debts (especially when the final clearance has not been recorded, inadvertently, in a credit reference agency's files) and this provision will enable the consumer to obtain proof that he has paid-off an agreement.

## SECURITY

A creditor or owner will often take security to protect repayment of the credit or hire facility he has provided and Part VIII gives a wide measure of protection where this happens. 'Security' is defined as 'a mortgage, charge, pledge, bond, debenture, indemnity, guarantee, bill, note or other right provided by the debtor or hirer, or at his request (express or implied), to secure the carrying out of the obligations of the debtor or hirer under the agreement' and applies to both actual or prospective agreements. Thus the term includes not only security as generally understood, eg a bill of sale, but also

guarantees and indemnities, but only those entered into at the debtor's request. It does not regulate such cases as a shopkeeper taking out an insurance policy, in his own name, against bad debts or a broker offering an indemnity to a financier providing credit to the broker's customer. Unless, therefore the term is specifically limited in any particular provision, it applies to this wide class of security.

**General**

Any document recording a security (a 'security instrument') is required to be in writing. The Secretary of State is given the same powers to make regulations about the form and content of 'security instruments' (other than those given by the debtor or hirer) as he is given in relation to regulated agreements (and in which any security given by the consumer would be embodied). To be properly executed a security instrument must meet the requirements of the Act including provision of copies of security instruments to sureties, debtors and hirers. A surety, on written request and payment of 15p, is given the right to obtain a copy of his security instrument, the agreement it is securing and a statement of the up-to-date financial position under the agreement and the debtor or hirer is given a right to be provided with a copy of any security instrument made after the principal agreement.

This Part also ensures that if a consumer gets into default seriously enough for the creditor or owner to serve a default notice on him, any surety is also notified so that he has notice that the security he has given might be called into effect and is thereby given an opportunity to do something about it.

Important rules are laid down to ensure that the provisions of the Act are not evaded by use of security. The main provision under this heading is that any security is not allowed to be enforced to benefit the creditor or owner to a greater extent than would be the case if security were not provided. In other words, the creditor or owner is prevented from selling a security and keeping from the proceeds a greater sum than would be due to him if there had been no default; nor can he make a guarantor pay a lump sum when the liability of the debtor or hirer is to pay by instalments. If the guarantor is required to pay by instalments, those instalments must be of the same size and at the same interval as would be required of the debtor or hirer. Neither can a creditor or owner enforce a security where for one reason or another the agreement is itself unenforceable. This rule is subject to two exceptions. First where an indemnity is given for a debtor or hirer who is a minor. In such a case, the Act allows his obligations to be enforced against the surety as if the debtor or hirer were of full age. If this exception were not made, it might be impossible for minors to obtain any goods on credit or hire, even though a parent might be willing to indemnify them. Second, a similar case, where the debtor or hirer is not of full capacity (other than being a minor). Here also the debtor or hirer's obligations can be enforced against the surety as if the debtor or hirer were of full capacity. The case in mind here is an unincorporated body, such as a sports or social club, with a constitution that prohibits it from borrowing but to which a creditor would lend money subject to an indemnity. By making this exception bodies of that kind will be able to borrow when a third party is willing to provide an indemnity.

Furthermore, where an agreement is enforceable on an order of the court or the Director General only, the Act provides that any security provided in relation to the agreement is enforceable only where such an order has been made. It also provides that if security is provided in relation to a prospective agreement, it shall be enforceable only after the agreement is actually made. Lastly, the Secretary of State is given power to make regulations governing the realisation of any security.

**Pledges**

The Act brings up to date the present pawnbroking legislation. Two points must be noted: the provisions of the Act go wider than the present Pawnbroking Acts and apply to any creditor or owner taking a pledge as security for a regulated agreement; and creditors taking such pledges are, of course, subject to all the other appropriate parts of the Act. Among the main additional provisions for the taking of pledges are:

a A pawn-receipt must be given for a pledge.

b A pledge is redeemable at any time within six months after it was taken or for such longer period as the parties may agree.

c A pawnee must deliver the pledge back on payment of the outstanding amount and surrender of the pawn-receipt.

d Provision is made for action to be taken by all parties when a pawn-receipt is lost.

e A pledge for a loan of less than £15 becomes the property of the pawnee if not redeemed; in other cases it becomes realisable by the pawnee.

f When a pawnee realises a pledge, he must duly account for the proceeds; the consumer remains responsible for any shortfall but is entitled to any surplus.

**Negotiable instruments**

The Committee on Consumer Credit pointed to the danger of allowing negotiable instruments (eg bills of exchange, promissory notes) to be taken freely in consumer credit transactions. The Act accordingly forbids a creditor or owner, in relation to any sum payable under a regulated agreement by a debtor, hirer or surety, to:

a take a negotiable instrument (eg a bill of exchange, a promissory note) other than a bank note or cheque;

b negotiate any cheque except to a banker;

c take a negotiable instrument as security.

**Land mortgages**

In order to allow the Court to see that an agreement is properly executed, that the creditor or owner is properly licensed and to give the consumer the chance of applying for a time order (see below) and thus avoid losing his home, the Act provides that any mortgage of land securing a regulated agreement is enforceable on an order of the court only.

(*This article will be continued in the next issue of 'Trade and Industry'.*)

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# Home News

## Public ownership of shipbuilding and associated industries: discussion paper

Tony Benn, Secretary of State for Industry, made the following statement in the House of Commons on 31 July.

'The Labour Party Election Manifesto stated our intention of taking shipbuilding, shiprepairing and marine engineering into public ownership and control.

'United Kingdom shipbuilding has had an indifferent record in recent years, with static or falling output despite a growing world demand for ships. In 1955 its merchant ship output of 1.3 million gross registered tons was larger than that of any other country and amounted to 26 per cent of the world total. By the end of 1973 our industry was sixth in the world, having been overtaken by Japan, Sweden, West Germany, Spain and France; and the 1973 output of 1.06 million gross registered tons was only 3.6 per cent of the world total. Shipbuilding employment, which is mainly in assisted areas, has fallen from some 130,000 in 1955 to 69,000. Over the past 10 years large sums of Government assistance have been provided to shipbuilding companies. Despite this it is clear that much of the industry will be unable to compete effectively in the world market unless there are changes in management methods and working practices which will allow the more efficient use of its resources and unless there is substantial further investment and modernisation, the funds for which are unlikely to be available from private sources.

'Employment in shiprepair has halved over the past 10 years and stood at 26,000 in 1973. The recently published report on the industry by PA Management Consultants Ltd criticised the excessive fragmentation of the industry in the major estuaries: and concluded that changes in structure and substantial modernisation were essential so that this industry, which is also an important employer in a number of assisted areas, could become an effective force.

'In view of the history of the last 20 years, the Government believes that necessary changes will not come about while the industry is in fragmented private ownership and that public ownership of the major companies (including specialist engine builders) offers the only effective prospect of achieving the objective of enabling British shipbuilding and shiprepair not merely to survive but to prosper in the highly competitive markets of the world.

'Our detailed proposals for legislation will be set out in a White Paper later this year. Before this, the Government wishes to receive and consider the views of all interested parties on matters the legislation will need to cover; for example the best organisational structure for the nationalised industry. The Government would also welcome views on any other relevant matters.

'I propose to undertake consultations on the basis of a discussion paper which I am sending today to the Shipbuilders and Repairers National Association; the Confederation of Shipbuilding and Engineering Unions; the Chamber of Shipping of the United Kingdom; the National Association of Marine Engine Builders and the British Marine Equipment Council. I have placed copies in the Library of the House and I am also sending copies to the Confederation of British Industry, the Trades Union Congress and to the Economic Development Committee for Shipbuilding and Shiprepair. Copies are also available to interested parties on request from the Shipbuilding Policy Division of my Department.

'The legislation will provide for fair compensation to be paid for the interests to be taken into public ownership. The Bill will contain provisions on the lines of those contained in the Iron and Steel Act 1967 to guard against the dissipation of property and assets of the companies to be nationalised and their subsidiaries in the period until vesting day. These provisions may be applied to any transactions entered into after today.'

The remainder of this paper sets out a number of issues which will need to be considered. The Government would welcome views on these matters and on any other questions which appear to the interested parties to be relevant.

### THE SCOPE OF PUBLIC OWNERSHIP

#### Shipbuilding

The Government's preliminary view is that in order to achieve the major objectives stated above, only the larger companies need to be taken into public ownership. A list of such companies is given in Annex A. The cut-off point is approximately at the level of 1,000 employees. Harland and Wolff of Belfast is being taken into majority public ownership by the Secretary of State for Northern Ireland on account of the special circumstances of Northern Ireland, as announced in Parliament on 22 July.

#### Mobile offshore drilling rigs

The Government does not intend to take into public ownership Marathon Shipbuilding (UK) Ltd., makers of mobile offshore drilling rigs. It might, however, be appropriate for nationalised shipyards to diversify into the construction of drilling rigs.

#### Ship repair

A large number of companies are engaged in repairing ships; some are small and operate mainly as sub-contractors, and others are engaged mainly in activities outside the shiprepair industry. The Government does not think it necessary or appropriate to take into public ownership the smaller companies or those for whom shiprepairing is only a sideline. Its present view is that only the larger companies should be taken into public ownership. A list of such companies is at Annex B; the cut-off point is approximately at the level of 400 employees.

#### Marine engineering

Marine engineering includes the manufacture of turbines and diesel engines of types widely used for non-marine purposes which in most cases is only a small part of the activities of the companies concerned. The Government's provisional view is that it would not be appropriate to bring these elements into public ownership, However, the prospects of the six specialist makers of slow speed diesels (three of them subsidiaries of shipbuilders), listed in Annex C, are closely linked with those of the shipbuilding industry, and in the interests of rational planning of shipbuilding as a whole should be included in the nationalised sector.

#### Non-shipbuilding interests

Many of the larger shipbuilding companies have controlling or other holdings in overseas companies, or in companies not engaged in shipbuilding, shiprepairing etc. Such interests might be hived off, with the Government's approval, before nationalisation, or, if acquired, be vested in the National Enterprise Board or sold by Government as appropriate.

#### Possible further acquisitions

Provision might be made for the later acquisition by negotiation of partial or complete control of companies within the shipbuilding, shiprepairing and marine engineering industries in addition to those initially coming into public ownership. There would be no provision for compulsory acquisition; any proposals for this would require further legislation.

If the industry is to compete effectively in world markets, it will need to adapt to changing conditions and demands. The nationalised undertakings should, therefore, subject to appropriate safeguards, be able to diversify into other activities where this would help to make the best use of their assets and resources (including manpower skills).

Tony Benn explains the Government's proposals for public ownership of the shipbuilding and related industries at a press conference after his statement in Parliament on 31 July.

### ORGANISATION UNDER PUBLIC OWNERSHIP

The Government considers that the undertakings acquired under the legislation should be vested in a body which would need to act as a commercial entity and should therefore be distinct from Government itself. One possibility would be to establish a public corporation similar to existing nationalised industries. Another possibility would be a Government-owned company formed and registered under the Companies Acts. In either case, it would be necessary for the Secretary of State to have appropriate powers over the general strategy of the industry, including powers to require the provision of information; to approve organisational proposals, acquisitions and disposals; and to approve capital expenditure programmes.

The Government considers that the problems of the shipbuilding and related industries are best handled by a specialised body set up for this specific purpose, rather than by the proposed National Enterprise Board.

The eventual structure of the industry will have to be determined after vesting day. It would however be helpful to have views at this stage on the question whether it would be an advantage from commercial or other points of view (eg in order to take advantage of existing ties between individual shipyards and their customers, including the Ministry of Defence) to maintain the separate identities of the existing firms; and on the functions that should be exercised centrally.

**Location of Headquarters**

The Government considers that the controlling body of the nationalised shipbuilding industry should have its Headquarters in an assisted area with a tradition of shipbuilding.

### INDUSTRIAL DEMOCRACY

The Government attaches importance to greater democratic participation by employees in decision making at all levels of industry. The issue of industrial democracy is a general one, affecting industry as a whole, on which a number of bodies have already expressed their views. The Government would be glad to learn of any views specially affecting the shipbuilding industry.

### INTERNATIONAL COMPETITION

Shipbuilding and shiprepairing operate in an internationally competitive market. Government policy therefore has been to allow shipowners, who equally compete in an international market, build and repair at home or abroad according to their commercial judgement. The Government's present proposals will in no way affect this policy.

**Note**

**Organisations and individuals who wish to offer comment on the issues raised or on other points relevant to the proposed legislation are invited to send their views in writing to Shipbuilding Policy Division (SBP1), Department of Industry, Room 2808, Millbank Tower, London SW1P 4QU by 30 September.**

### ANNEX A The larger shipbuilders in Great Britain

1 Swan Hunter's shipbuilding interests
2 Vickers Limited shipbuilding interests
3 Scott Lithgow Ltd.
4 Cammell Laird Shipbuilders Ltd.***
5 Court Shipbuilders Ltd.**
(Includes Sunderland Shipbuilders Ltd; Appledore Shipbuilders Ltd.)
6 Yarrow (Shipbuilders) Ltd.
7 Govan Shipbuilders Ltd.*
8 Vosper Thornycroft Ltd.
9 Austin and Pickersgill Ltd.
10 Robb Caledon Shipbuilders Ltd.
11 Drypool Group Limited
(Includes Beverley Shipbuilding & Engineering Co. Ltd.; Cochrane & Sons Ltd.; Drypool Engineering & Dry Dock Co. Ltd.)
12 Brooke Marine Ltd.
13 Hall Russell & Co. Ltd.

*** Already 50% publicly owned
** Shortly to be 100 % publicly owned
* Already 100% publicly owned

### ANNEX B The larger shiprepair companies in Great Britain

1 Swan Hunter's shiprepair interests*
2 North East Coast Shiprepairers Ltd*
(Including Middle Docks & Engineering Co. Ltd.; Brigham & Cowan Ltd.; Mercantile Dry Dock Co. Ltd.; Brigham & Cowan (Hull) Ltd. and Greenwell Drydocks Ltd.)
3 Vosper Thornycroft Ltd.*
4 R & H Green & Silley Weir Ltd.
5 Silley Cox & Co. Ltd.
6 Humber Graving Dock & Engineering Co. Ltd.
7 Western Shiprepairers Ltd.
8 Barclay Curle & Co. Ltd. shiprepair interests*
9 Bristol Channel Shiprepairers Ltd.
10 British United Trawlers Group shiprepairing interests
(Including BUT Engineers (Grimsby) Ltd.; Humber St Andrews Engineering Co. Ltd.; James Robertson & Sons (Fleetwood) Ltd.)
11 London Graving Dock Co.
12 CBS Engineering Co. Ltd.
13 Husband's Shipyards Ltd.

* = owned or controlled by a shipbuilder listed in Annex A

### ANNEX C Specialist makers of slow speed diesels in Great Britain

1 Scotts Engineering Co. Limited*
2 John G. Kincaid and Co. Limited
3 Doxford Engines Limited*
4 George Clark and NEM Limited
5 Hawthorn Leslie (Engineers) Limited
6 Barclay Curle and Co. Limited*

* = owned or controlled by a shipbuilder listed in Annex A

## Electricity report shows substantial drop in number of accidents

A substantial drop in the number of accidents involving electricity is shown in the Report on Electricity of the Secretary of State for Energy for the year ending 31 March 1974. The figures in particular show a marked decrease in the number of members of the public involved in accidents in connection with works or circuits of Electricity Boards.

The figures show that 29 persons were killed, including 15 members of the public, and 645 injured (including 374 members of the public). These compare with the previous year when 48 persons were killed (including 31 members of the public) and 795 persons injured (including 471 members of the public).

However, the potential danger is shown in the fact that these figures include accidents in which 35 members of the public were injured (seven fatally) when mobile elevators, cranes, etc., accidentally touched overhead lines and they also include 12 accidents in which members of the public were injured (one fatally) whilst climbing, without authorisation, the supports of overhead lines.

Reports were also made to the Secretary of State of 81 fatal accidents on the premises of ordinary consumers, occasioned by or attributed to, the consumers' installations.

The paragraphs of the report dealing with Research and Capital Development show that the Electricity Council have provided £25.9 million for expenditure on research in 1973/74. This figure includes the CEGB's engineering development programme, totalling £3.7 million. It also shows that the Secretary of State approved total capital expenditure of fixed assets in 1974, expressed at March 1973 prices, of £483.65 million. Other paragraphs deal with finance, and the acquisition of land.

The new procedure for the applying for consent for nuclear power stations is covered in Section 111 of the report, which deals with the proceedings of the Secretary of State under the Electricity (Supply) Acts. Details are given of authorisations for new generating stations and additions to existing stations.

## Department of Trade information chief appointed

Neville Gaffin has been appointed Chief Information Officer at the Department of Trade. He took up his post on 5 August. Mr. Gaffin is a former journalist who worked on weekly and evening papers in the North-West and Midlands, and on the *Daily Express* and *Daily Sketch*.

After reading English at Hertford College, Oxford, Mr. Gaffin returned to Fleet Street and also worked for BBC TV News before joining the Treasury's Information Division in 1966. He became Chief Press Officer in the Civil Service Department in 1968 and Deputy Chief Information Officer in the Department of Employment in 1971. In 1973, he was seconded to the Pay Board as Chief Information Officer.

## Revised fees for Trade Marks

The Trade Marks (Amendment) Rules 1974 are published today (8 August 1974), and increase the fees due on or after 21 October in respect of applications, registrations, renewals and other trade marks matters. Fees for the renewal of the registration of a trade mark paid in advance in respect of any period beginning on or after 21 October 1974 are increased on 21 August 1974.

Copies of the new Rules (SI 1974 No. 1314) may be obtained from the Patent Office, Orpington, Kent BR5 3RD, from the Sale Counter, Patent Office, 25 Southampton Buildings, London WC2A 1AY and from HM Stationery Office at the usual addresses, price 11p (by post 14p).

## Patents endorsed 'Licences of Right'

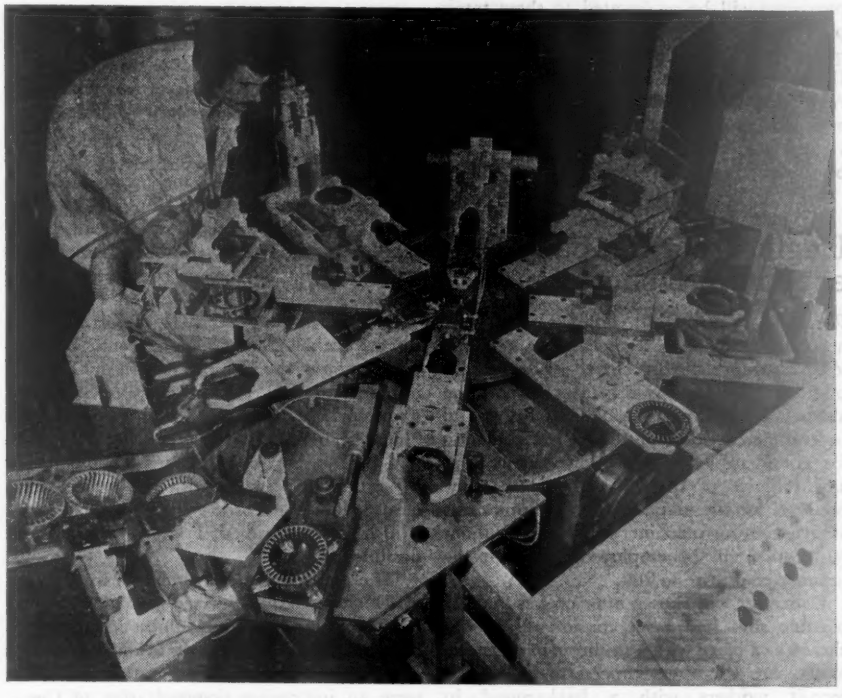
Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the date specified.

| Number | Grantee | Subject-matter |
|---|---|---|
| 23 July 1974 | | |
| 1,216,076 | Albert Rolland SA (formerly Laboratoires Albert Rolland) | Antihypertensive composition |
| 1,227,744 | Orsymonde | Sweetening composition |
| 1,288,939 | Charles Philip Smith | Shaped bodies |
| 1,332,018 | Costruzioni Meccaniche Industriali Genovesi CMI Societa per Azioni | Cranes and transport trucks |
| 1,336,838 | Schottel-Werft Josef Becker KG | Floatable land vehicle |
| 1,338,879 | — | A transmission unit for ships |
| 26 July 1974 | | |
| 1,195,665 | Brown Boveri and Co. Ltd. | Electric switch |
| 1,219,731 | Ciments Lafarge | Apparatus for the continuous sampling of particulate materials |
| 1,220,410 | — | Cements, mortars and concrete mixes |
| 1,278,780 | Agfa-Gevaert (formerly Gevaert-Agfa NV) | Photodimerisation and photopolymerisation of bismaleimides |

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

The Patents Office

E. Armitage,
Comptroller



Automatic coating machine developed by Telcon Plastics Ltd., Orpington, and the Central Research and Engineering Division of its parent company, BICC. It combines spraying and dipping techniques in applying epoxy powder insulation to vehicle alternator stators and similar components. The machine allows an epoxy resin powder to be applied to specific parts of the component. Hand work is eliminated and production rates are more than doubled—up to 600 parts an hour. No masking is required and, because epoxy coating is less bulky than the old laminated paper insulation, less copper is required for winding.

## 'Trade and Industry' to publish more information on grants and assistance to firms

Tony Benn, Secretary of State for Industry, announced on 31 July that he will publish quarterly, payments of Regional Development Grants and Regional Selective Assistance under the Industry Act 1972, to firms in the assisted areas.

In a written answer to a Parliamentary Question from Mr. Dennis Skinner (Bolsover) he said:

'The Expenditure Committee has recommended that more of this information should be published. I intend to publish quarterly in *Trade and Industry* payments to establishments of Regional Development Grant exceeding £25,000; and also payments to companies or individuals to whom selective assistance amounting to £10,000 of loan, or in the case of Interest Relief Grant, loan equivalent, is offered from today. The total amount of selective assistance committed will be published in the quarter after that in which the first tranche is paid. In suitable cases these payments will be aggregated to show totals paid to industrial groups. I shall also publish quarterly the total amount paid in Regional Development Grant and Regional Selective Assistance. The thresholds for the publication of payments under both schemes will be reviewed from time to time. The first lists will be published early in 1975.'

## Engineering company to expand in Doncaster

Ransome Sims and Jefferies Ltd. are negotiating the long term lease of a 15,000 sq. ft. advance factory currently being built by the English Industrial Estates Corporation at Shaw Lane, Doncaster. This factory should be completed this month and has provision for considerable expansion. Ransome Sims and Jefferies of Ipswich will use the new premises for the manufacture of components for grass cutting machinery and initially about 50 people will be employed, although the number could rise to 200.

Doncaster was chosen after no less than 47 possible sites had been considered. It was chosen as a place with a tradition of engineering, where Ransomes expects to be able to recruit workers with a background in engineering and where the pressure of alternative industry as not as high as it is becoming in the South and East. Doncaster also has the advantage of being in Eastern England, with extremely good road and rail links with Ipswich and March for easy communications.

Gregor MacKenzie, Parliamentary Under-Secretary of State for Industry, taking part in a three-way trans-Atlantic telephone call between the UK and Canada on 25 July to mark the centenary of the invention of the telephone by Alexander Graham Bell. The three-way call linked London, Ottawa, and Brantford, Ontario, where at his father's home Bell first conceived the idea of an instrument to transmit and receive speech – the forerunner of our modern telephone. Mr. MacKenzie, who has special responsibility for Post Office affairs, spoke to the Canadian Minister for Communications, Gérard Pelletier and the President of Bell Canada, Jean de Grandpré. He made the call at the private view of the 'Invention of the Telephone' exhibition which is open to the public from 26 July to 31 August at Canada House. With Mr. MacKenzie in the picture is the Canadian Acting High Commissioner, Mr. Bissonette. Mrs. MacKenzie is looking on.

## Anglo-French ministerial talks on Concorde

Tony Benn, Secretary of State for Industry, told the House of Commons on 31 July that he hopes to discuss soon the decision to go ahead with sixteen Concordes with M. Cavaille, the French Secretary of State for Transport.

In a statement, Mr. Benn said:

'My Rt. Hon. Friend the Prime Minister has already reported to the House that he has agreed with the French President that the sixteen aircraft already in production should go ahead, but no further commitment was made.

'I hope to find an early opportunity to discuss the detailed terms and conditions for completion of the 16 aircraft with my French opposite number, the Secretary of State for Transport, M. Cavaille. I will report to the House again after that meeting.

'I have every hope that this will put us in a position to press on with the project and ensure that Concorde enters service with British Airways and Air France at the earliest possible date.

'The development of Concorde to a point at which entry into service is some eighteen months away is a tremendous achievement by all concerned both in Britain and in France.

'The recent series of transatlantic flights were an impressive demonstration of Concorde's reliability under conditions similar to airline operation; they are due to be followed up by an extended series of route-proving flights in the first half of next year.

'The manufacturers will continue their efforts to sell Concorde. Serious negotiations for the sale of two aircraft are in progress with Iranair, and the first British production aircraft, 202, is to make a demonstration flight to Teheran next week.

'I should like to thank all those concerned with Concorde for their patience during the long uncertainty which has surrounded the project in the first half of this year and which we now hope to see resolved. We must redouble our efforts to ensure that Concorde is a success.'

## Future of Scottish airports

Clinton Davis, Parliamentary Under Secretary of State for Companies, Aviation and Shipping announced new arrangements on 30 July for the ownership and management of Scottish airports.

Answering a Parliamentary Question from Mr. Iain Sproat (Aberdeen, South) Mr. Clinton Davis said:

'My Rt. Hon. Friends the Secretary of State and the Secretary of State for Scotland have been reviewing, in consultation with the British Airports Authority and Civil Aviation Authority, the future arrangements for the ownership and management of the Scottish airports. As a result, Aberdeen airport will be transferred to the BAA from the CAA and the BAA will establish a new organisation in Scotland to administer Prestwick, Edinburgh and Aberdeen airports and any other Scottish airports which the new organisation may acquire in the future.

Retailing and food marketing students from Michigan State University hear about the operation of Office of Fair Trading's Consumer Affairs Division. The speaker is the division's assistant director, Jim Humble, and the picture was taken at the division's headquarters at Carey Street, London. The 35 students were on a five-week study tour in Britain, to be followed by five weeks in Sweden.

'The Government is making a grant to the BAA for the necessary development of Aberdeen airport in view of its importance as an essential link in the exploration and development of North Sea oil.'

## Lord Peddie re-appointed chairman of POUNC

Tony Benn, Secretary of State for Industry, has invited Lord Peddie to continue as chairman of the Post Office Users' National Council and he has accepted.

Lord Peddie was originally appointed in August 1969 and he has been the Council's only chairman. Under Lord Peddie's leadership the Council has played a very active role. The Select Committee on Nationalised Industries in its 1971 Report on Relations with the Public commented favourably upon the way in which the Council set about its work and suggested that the pattern set by the Council should in general be followed by other statutory consumer bodies.

Since then the Council has continued to develop its reputation for an independent constructive approach on behalf of the users of Post Office services.

## Furniture manufacturer expands at Langley Moor

Peal Furniture Co. Ltd. has leased a 52,000 sq. ft. factory at Langley Moor, Co. Durham, administered by the English Industrial Estates Corporation. The company has been operating in a 9,000 sq. ft. factory at Meadowfield close to the Langley Moor factory.

Modernisation and adaptations are being carried out to the remainder of the factory and when this work is completed and full production reached the Company expect to employ about 150 people, mainly men, including 58 transferees.

Since the formation of the Company in 1970, the staff has grown from seven to 58 and is expected to rise to 150.

## Petrol reference to the Price Commission

The level and adequacy of margins and discounts accruing to retailers from sales of motor fuel are to be examined and reported on by the Price Commission, Shirley Williams, Secretary of State for Prices and Consumer Protection, announced on 31 July.

In a written answer to a Parliamentary Question from Mr. Arnold Shaw (Ilford, South) she said:

'I am today making a reference to the Price Commission in the following terms:

> Pursuant to paragraph 2(1) of Schedule 1 to the Counter-Inflation Act 1973, the Secretary of State for Prices and Consumer Protection instructs the Price Commission to examine and report on the level and adequacy of margins and discounts accruing to retailers from sales of motor fuel having regard to the fact that maximum retail prices are statutorily prescribed.

'In addition, I am discussing with the Director General of Fair Trading the possibility of referring certain aspects of the oil, companies' operations to the Monopolies and Mergers Commission.'

**Notes**

Margins were fixed in February 1974 following a study by an Advisory Committee on Petrol Retailing under the chairmanship of the Department of Trade and Industry. At present the retail margin is generally about 5p per gallon of petrol.

Paragraph 2(1) of Schedule 1 to the Counter-Inflation Act 1973 empowers the Secretary of State to refer to the Price Commission any question relating to prices, charges etc. and requires the Commission to examine the question and report.

The activities of the Office of Fair Trading in the petrol retailing field currently stem from the 1965 Monopolies Report on the oil companies. They are involved with the regulation of the way in which the oil companies treat their tied retailers in matters like security of tenure, and freedom to sell lubricants other than the landlord's, etc.

In addition to the review undertakings given by the oil companies following the 1965 Monopolies Report, the Secretary of State is discussing with the Director General of Fair Trading the possibility of referring to the Monopolies and Mergers Commission certain aspects of the oil companies' operations.

## Conditional sales of sugar by retailers

Shirley Williams, Secretary of State for Prices and Consumer Protection, issued the following statement on 31 July:

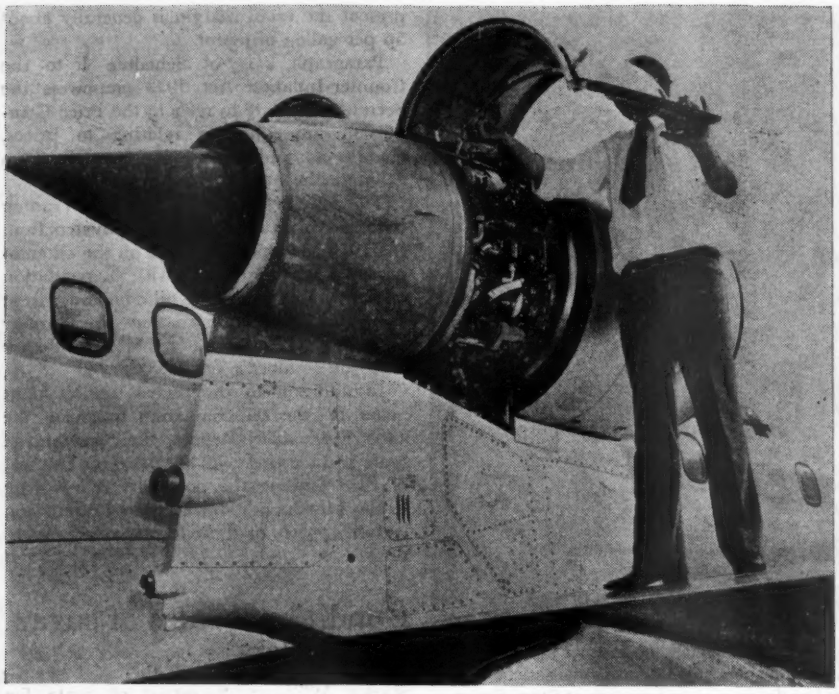
'I have received many inquiries, both from consumers and from retailers, seeking guidance about the practice of shopkeepers in requiring customers to purchase goods to a minimum value as a condition of supplying them with sugar.

'The practice of making sugar sales conditional on the purchase of a minimum amount of other goods is not illegal. I understand and share the desire of retailers to discourage hoarding and panic buying of sugar. However, where regular customers can be identified I would urge retailers not to impose this condition on them unless they are clearly buying above their normal purchases; and in particular it is important not to impose unnecessary costs on old age pensioners who would suffer hardship as a result. Any shop imposing such a requirement should warn customers before they enter the shop, and should indicate that the rule will not apply to the categories mentioned above.

'The Minister of Agriculture is taking urgent steps to make available additional supplies of sugar, which should start to reach the shops during August, through arrangements now being agreed.'


## 'T & I' subscriptions and sales

Subscriptions and sales inquiries about *Trade and Industry* should be directed to HMSO at any of the following addresses: 49 High Holborn, London, WC1; 13a Castle Street, Edinburgh 2; Brazennose Street, Manchester 2; 258 Broad Street, Birmingham 1; 109 St. Mary Street, Cardiff CF1 1JW; 50 Fairfax Street, Bristol BS1 3DE; 7-11 Linenhall Street, Belfast 1; or through any bookseller.



The world's quietest turbofan aero jet engine—the short-haul M45H—which is now undergoing trials, is expected to gain certification for airline service before the end of 1974. The M45H is being developed jointly by Rolls-Royce and Snecma of France for the 44-seat twin-jet VFW 614 German airliner, due to enter service next year. The M45H is a medium by-pass ratio turbofan in the 8000 lb. thrust class, designed for the short-haul role, where low fuel consumption, minimal maintenance and low noise level are of paramount importance. A test-bed engine has successfully completed a 150-hour endurance test, traditionally the climax of several years of development work and one of the final hurdles before certification.

## UK-Australia air services

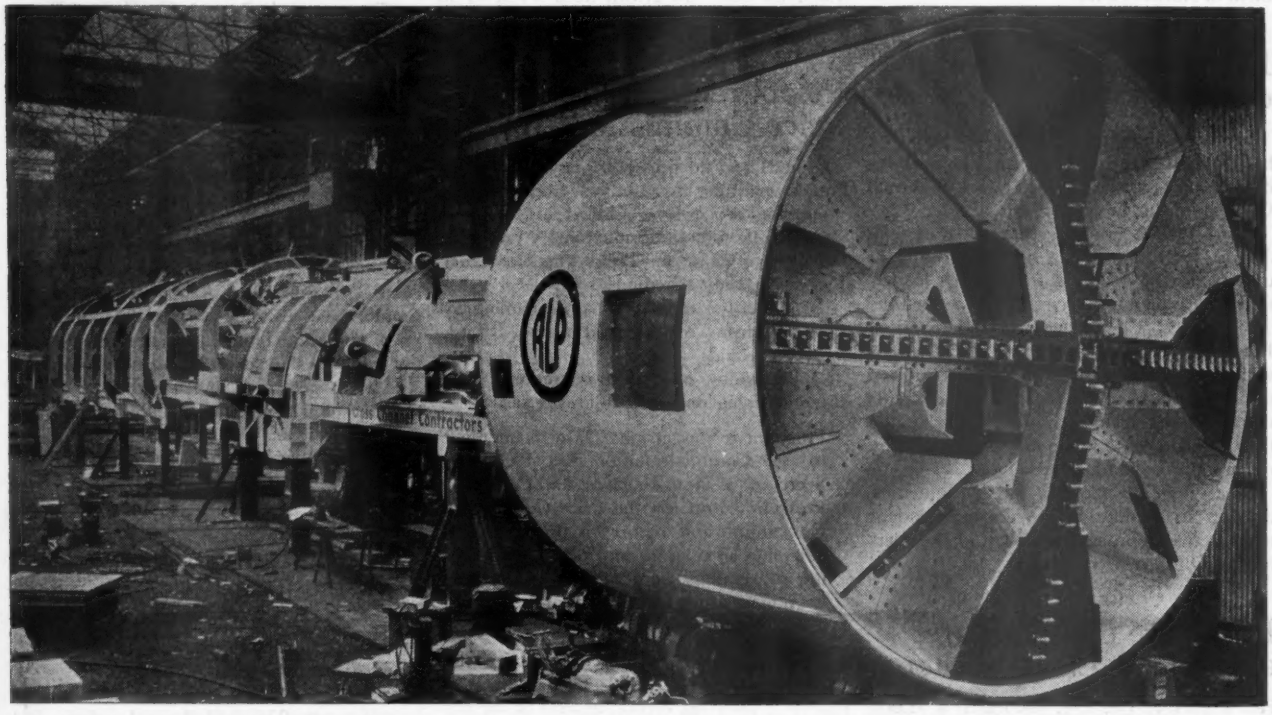
Air services negotiations between Australia and the UK were held in London from 16 to 31 July. Substantial progress was made towards a mutually satisfactory agreement. Discussions will be carried forward by the airlines with the aim of concluding new arrangements later this year.

## Winter night jet curfew announced

Stanley Clinton Davis, Parliamentary Under Secretary of State for Companies, Aviation and Shipping, announced in Parliament on 29 July the introduction of restrictions on night jet movements at Heathrow and Gatwick during the winter months.

In reply to a Parliamentary Question from Mr. Russell Kerr, (Hounslow, Feltham and Heston) Mr. Clinton Davis said:

'I have decided to introduce night jet restrictions at Heathrow and Gatwick in the coming winter months. The period will be




Tunnelling machine for the Channel Tunnel project nearing completion at the Gravesend works of Robert L. Priestley Ltd., only nine months since the comparatively small company won the order for its design and manufacture. The machine will be used to bore a 2 km. trial length of service tunnel under the English Channel by the British consortium Cross Channel Contractors, as part of the Phase 2 works being carried out for the British Channel Tunnel Co. Ltd. Behind the boring section – with a 750 hp. cutting head – is equipment to line the tunnel with steel reinforced precast concrete segments. The machine moves forward at 20 ft. an hour by means of hydraulic jacks with a forward thrust of 750 tons. The purpose of the Phase 2 works, on both the British and French sides, is to prove tunnelling machines and final design development work. Phase 3 covering construction of the rest of the 32-mile long three-tunnel system linking Folkestone and Calais, is subject to the conclusion of a further agreement between the British and French Channel Tunnel companies and the British and French Governments, and to the approval of Parliament.

defined as November 1 to March 31 inclusive, between 2330 – 0630 hours, Monday to Saturday with an extension to 0800 hours on Sunday mornings. During that period the number of movements (take-offs and landings combined) by jet aircraft will not exceed 2,600 at Heathrow and 2,300 at Gatwick.'

The newly announced winter restrictions will complement existing restrictions on summer night flights at Heathrow and Gatwick which have been operating for several years.

When announcing on July 18 the Government's decision to abandon the Maplin project, the Secretary of State for Trade, Peter Shore, said that he was determined to achieve further improvements in noise abatement and he mentioned specifically the intensification of night curfews.

The initial aim in establishing restrictions on winter night jet flights is to ensure that such movements in 1974/75 will not exceed the level in previous winters. But the position will be kept under review and further adjustment to the quotas may be made in the following winter.

## New company for Doncaster industrial estate

Macawber Engineering Ltd., are to occupy two sections, totalling 6,000 sq. ft. of the Terrace Unit advance factory currently being built by the English Industrial Estates Corporation on the Shaw Lane Industrial Estate, Doncaster.

Macawber Engineering is a newly formed company which will manufacture dense-phase pneumatic conveying systems for materials such as coal, and other industrial solid fuels.

When full production is reached the company expects to employ about 23 people, almost entirely men. Macawber Engineering Ltd. already have plans to lease further land for new buildings at Shaw Lane.

## Findings of Court of Inquiry into loss of mv 'Burtonia'

The findings of the Formal Investigation into the loss of the mv *Burtonia* were announced on 31 July. The Court, presided over by Mr. R. F. Stone, QC, concluded that the foundering, with loss of four lives from a crew of eight, was caused by the shifting of the cargo of lead concentrate and that this was contributed to by the wrongful act or default by the owners of the vessel.

In the absence abroad of Peter Shore, Secretary of State for Trade, Stanley Clinton Davis, Parliamentary Under Secretary of State for Companies, Aviation and Shipping has noted these findings. They are detailed and include (in paragraph 32) recommendations to the Department of Trade on technical matters concerned with the safety of bulk cargoes which will require detailed assessment and consideration in the light of international Codes of Practice. The Department has already issued a Merchant Shipping Notice to ship owners and Masters on the loading of bulk cargoes which took account of the information arising from the *Burtonia* incident obtainable at that time. The Department will now consider what further measures are appropriate.

The findings of the Court also contained a number of proposals for improving the functioning of the Search and Rescue organisation in which there were certain inadequacies on the night in question. Action has already been taken to bring home the lesson of the *Burtonia* incident to the people responsible for SAR operations around the coasts. In particular, they have been reminded of the need to update information about the position and course of casualties, especially where they are moving, to use three figure bearings instead of cardinaal points which may be misheard, not to propose to a Master the reduction of an emergency state from 'MAYDAY' to 'PAN' without full consultation and always to take full account of the rescue craft and aircraft available as a casualty situation develops.

Earlier this year a full review of the organisation of SAR in the United Kingdom was set in hand by the official Search and Rescue Committee, chaired by the Department of Trade. This is taking stock of the developments since the 1970 Report on the Marine Search and Rescue organisation and will take account of the specific matters which it is recommended should be placed before the Committee (see paragraph 44 of the Findings). These matters are already under consideration by the Committee, which is examining the role of HM Coastguard as co-ordinator of operations and the links between it and the Royal National Life-boat Institution, the Coast Radio Stations of the Post Office, the RAF and the Royal Navy. In addition, the Committee is reviewing the organisational boundaries of each service with a view to bringing these more into line. The codes of instructions to the various elements of the SAR organisations are also being updated and more closely related to one another.

The United Kingdom search and rescue services are called upon to deal with nearly 5,000 incidents a year and it is estimated that about the same number of lives are saved. It is against this background that the *Burtonia* Inquiry should be viewed. Nevertheless, everything possible has been and is being done to ensure that the search and rescue organisation is capable of dealing with the steadily increasing calls upon it.

Mr. Clinton Davis has paid a special tribute to the courage and devotion to duty of those involved in the search and rescue services which have contributed so much to the saving of life at sea over many years.

**Notes**

The search and rescue operations at the coasts are co-ordinated by HM Coastguard, which is organised into 11 divisions with a number of Rescue Headquarters in each. They call upon the life-boats of the Royal National Lifeboat Institution, the helicopters assigned to search and rescue at 14 airfields giving full coverage of our coasts (these are mainly Service aircraft but there are two civilian services) and other surface craft eg private boats enlisted under the Shoreboat Rescue Scheme and Trinity House cutters. The Coastguard also maintain close co-operation with the joint RN/RAF rescue co-ordination centres at Plymouth and Pitreavie. The organisation and radio communication facilities of HM Coastguard have been improved in recent years; in addition to their own VHF chain, they also make use of the communication facilities of the Coast Radio Stations of the Post Office, particularly for communication with ships. In 1971 the Coastguard School was opened at Brixham in Devon and nearly 500 Coastguard Officers have attended courses there. In all there are some 550 full-time Coastguards and some 7,000 Auxiliaries who carry out part-time

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watch-keeping and rescue duties and receive training at their stations.

Centrally the co-ordination of the search and rescue organisation is undertaken by the official Search and Rescue Committee, under the chairmanship of an Under Secretary in the Department of Trade, which includes members drawn from the Department including HM Coastguard, Ministry of Defence, the Post Office, the RNLI, the Chamber of Shipping, Trinity House, the Royal Yachting Association, together with observers from the Irish Republic. The Committee normally meets about four times a year and is increasingly holding meetings round the coasts where it can see something of the operation of the search and rescue services at first hand.

Paragraph 44 of the Annex of the Report of the Court gives the opinion that the principal points requiring attention by the SAR Committee are:

a The better defining and understanding of the Coastguard's co-ordinating role.

b The organisation and manning of C.R. Headquarters co-ordinating offshore SAR operations.

c Standardising as far as possible the SAR instructions of each of the authorities and giving consideration to the desirability of a single SAR manual for all authorities.

d Pursuing steps to further the co-operation between the various authorities concerned in SAR.

e Evaluating the usefulness of the practice of reducing 'MAYDAY' to 'PAN' and considering the desirability of giving publicity to the practice if it is to continue.

The Department and the Committee have already taken measures to anticipate some of these points and they will be further considered as a matter of urgency.

# New statutory regulations on offshore diving safety

Regulations, published on 30 July by the Department of Energy, lay down statutory minimum safety, health and welfare requirements for offshore diving operations, equipment and personnel in the United Kingdom sector of the Continental Shelf.

The Regulations – the Offshore Installations (Diving Operations) Regulations 1974 (SI No. 1229/1974) – were laid before Parliament by the Department under the Mineral Workings (Offshore Installations) Act 1971.

Subject to approval by Parliament, the Regulations will be the first of their kind made by any country specifically for diving in North Sea conditions.

To give all concerned time to adjust to the new requirements, the Regulations will not come into force until 1 January 1975.

They will affect almost* everyone involved with diving in offshore oil and natural gas operations – including the owners and managers of offshore installations, masters of vessels, employers of divers and the divers themselves.

**Supervision**

Every diving operation will be required under the Regulations to be in the control of an experienced supervisor (appointed by the diving contractor) who will be responsible for ensuring that the conditions, equipment and divers are safe, suitable and fit for the operation, that at least two stand-by divers are present, and that an operational log-book is maintained.

* The Regulations will not, however, affect diving activities which take place from pipelaying barges or from registered dredgers, as these are outside the scope of the Act. (The Department of Energy is considering how legislation might be amended or introduced to bring these activities under statutory control.)

**Divers**

Divers themselves will have to:

1 be aged 18 or over;

2 have adequate training and practical experience at depth (or be accompanied under water by someone who is so experienced);

3 record details of their day-to-day diving work in a personnel log-book;

4 have a valid medical certificate, subject to a stringent medical examination by a specially-approved doctor at intervals of not more than a year; and

5 limit working under water to no more than three in any 24 hours (unless using saturation diving techniques).

All diving equipment will have to be of sound construction and in good working order at all times, and a maintenance register kept. In addition, a two-compartment compression chamber will have to be provided for each diving operation, as well as a submersible compression chamber for operations at depths of 50 metres or more.

Appropriate breathing mixtures (ie gases fit for breathing and free from contamination) will be compulsory, and the use of compressed air at depths of 50 metres or more will be prohibited.

**Other requirements**

The Regulations will also require:

1 provision for emergency services, personnel and equipment;

2 provision of adequate means of communication between the diver, whilst under water, and the diving supervisor on the surface (including in an emergency), and adequate surface support; and

3 the formulation and adoption, by divers' employers, of safe working practices, as well as the application of adequate and safe decompression schedules and the submission of these for checking by the Department of Energy.

The Regulations also place duties and obligations on all concerned to secure compliance with the requirements. Penalties for failure to comply are laid down in the Act. They provide for a fine not exceeding £400 on summary conviction; and up to two years' imprisonment, or a fine, or both, on conviction on indictment.

To ensure compliance with the Act, and the regulations made under it, the Department of Energy Petroleum Production Inspectorate carries out regular visits to offshore installations. Its staff includes a recently-appointed Inspector of Diving, Commander S. A. Warner, MBE, DSC, who is a specialist in offshore diving operations.

The powers of the Inspectorate are laid down in the Offshore Installations (Inspectors and Casualties) Regulations 1973 (SI No. 1842/1973). Where the Inspectorate considers that a dangerous situation has arisen involving an offshore installation, or is about to arise, it can require any operation to be carried out, or stopped, as may be necessary to avert or minimise danger.

**Notes**

The new diving Regulations will, subject to Parliamentary approval, form part of a code on the safety of offshore installations in the United Kingdom sector of the Continental Shelf and on the safety, health and welfare of people on or working from them. This comprehensive statutory code of Regulations is being introduced under the provisions of the Mineral Workings (Offshore Installations) Act 1971.

The code will consist, initially, of ten sets of statutory regulations, of which the following six are already in force:

1 The Offshore Installations (Registration) Regulations 1972 (SI No. 702/1972), which provides for the registration of offshore installations at the Department of Energy;

2 The Offshore Installations (Managers) Regulations 1972 (SI No. 703/1972), which provides for the Department to be notified of those appointed as installation managers responsible for safety on board;

3 The Offshore Installations (Log-books and Registration of Death) Regulations 1972 (SI No. 1542/1972), which provides for the keeping of log-books and other records;

4 The Offshore Installations (Inspectors and Casualties) Regulations 1973 (SI No. 1842/1973), which provides for the inspection of offshore installations to secure compliance with all the Regulations, and the reporting of accidents;

5 The Offshore Installations (Construction and Survey) Regulations 1974 (SI No. 289/1974), which prescribe standards of design and construction of installations and under which certifying authorities were recently appointed to check

that installations comply with these standards; and

6 The Offshore Installations (Public Inquires) Regulations 1974 (SI No. 338/1974), which provide for the holding of a public inquiry into accidents.

The seventh set of statutory Regulations is that published on 30 July on offshore diving operations. Three other sets are still to be published. They will cover:

1 emergency equipment and procedures on offshore installations;

2 the extension to personnel on offshore installations of the provision of the Employers' Liability (Compulsory Insurance) Act 1969, which applies to employers in the United Kingdom and which, basically, requires every employer to insure, with an approved insurer, against the liability for personal injury to employees; and

3 general safety matters affecting day-to-day operation of installations, and the general health and welfare of personnel on board.

These three sets of regulations are expected to be made by the end of the year. Like the diving Regulations and the six sets of regulations already described, they will have the full force of law.

Until the diving Regulations come into force, the only current statutory United Kingdom regulations covering divers' working conditions are the Diving Operations Special Regulations, 1960, made under the Factories Act. These, however, are enforceable only within the limits of territorial waters. Beyond those limits, recommendations on divers' working conditions are laid down in the 'Principles of Safe Diving Practice 1972', drawn up by the CIRIA (Construction Industry Research and Information Association) Underwater Engineering Group. But these recommendations do not have any legal standing.

Except where covered by the six sets of statutory safety, health and welfare regulations already in operation, general safety requirements on United Kingdom offshore installations are at present the subject of instructions issued by the Department of Energy under the terms of offshore exploration and production licences; these terms require compliance with internationally-recognised codes of practice, such as that of the Institute of Petroleum. All offshore licensees must comply with the terms of their licence. Failure to do so could result in the loss of the licence, but there is no other legal redress for infringement either of the codes or of the safety instructions.

Before 1 December 1973, offshore licensees were required, under the terms of the licence, to notify the Department of all injuries (requiring transport of the injured to shore for medical aid) and of all fatal accidents to personnel working on or from an offshore installation. This is now a statutory requirement under the Offshore Installations (Inspectors and Casualties) Regulations 1973, and is the responsibility of the installation owner.

Department of Energy figures show that, since offshore operations began in the United Kingdom sector of the Continental Shelf in 1965, a total of 37 people have been killed on or from offshore installations operating under licences issued by the Secretary of State. This figure includes the 13 lost from the *Sea Gem* installation collapse in 1965. The total includes five diving deaths. Since 1965 and up to 13 June this year, 229 people had been injured (excluding minor injuries) while operating on or from these licensed installations.

# Prevention of Fraud (Investments) Act 1958

## Dealers in securities

The following changes have taken place in the lists of dealers in securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act 1958.

**Licensed dealers**

Additions:

Emess Securities Ltd., 72/74 Brewer Street, London W1R 3PH.
MEPC Finance Ltd., 113 Park Lane, London W1Y 4AY.
EC (Holdings) Ltd., 37/38 Chancery Lane, London WC2A 1EL.
Wako Securities Co. Ltd., 15th Floor, Lee House, London Wall, London EC2.
Sassoon (J. M. Sassoon (Overseas Services) (Pte Ltd.)), 8 The Crescent, Minories, London EC3N 2LY.
Bentley (N. Bentley Group Ltd.), 99 Aldwych, London WC2B 4JF.

Deletions:

McDunn Sillcox Ltd., 1 Cornhill, London EC3V 3QJ.
Moorgate Mercantile Holdings Ltd., 312 High Road, Tottenham, London N15 4BX.
Ross Barry and Co. Ltd., Ashbourne House, 49/51 Bow Lane, London EC4.

Change of name:

Vavasseur First Investor Ltd., to First Investors, Ltd., Crosswall House, 11/13 Crosswall, London EC3.

Change of address:

Langton Taylor & Co. Ltd., 5 Fredericks Place, Old Jewry, London EC2.
London Multinational Bank Ltd., 1 Union Court, Old Broad Street, London EC2N 1EA.
High Finance Ltd., Sunlight House, 11th Floor, Quay Street, Manchester M3 3LP.
Yamaichi International (Europe) Ltd., St. Alphage House, 2 Fore Street, London EC2.

## Authorised unit trust schemes

The following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1974 Particulars of Dealers in Securities and of Unit Trusts.

| Group and/or name and address of Management Company | Name of scheme | Name and address of Trustee |
|---|---|---|
| Allied Investors Trusts Limited, 55 Bishopsgate, London EC2P 2AA | Allied Hambro High Yield Fund | Midland Bank Trust Company Limited, 27/32 Poultry, London EC2P 2BX |
| Quilter Management Company Limited, 31/45 Gresham Street, London EC2V 7LH | Quadrant American Fund | The Governor and Company of the Bank of Scotland, PO Box 5, Edinburgh EH1 1YZ |
| Tyndall Ulster Managers Limited, 108/110 Great Victoria Street, Belfast BT2 7BY | Tyndall Canynge Fund | Williams & Glyn's Bank Limited, 20 Birchin Lane, London EC3P 3DP |
| M & G Group Limited, Three Quays, Tower Hill, London EC3R 6BQ | | |
| Transatlantic and General Securities Company Limited | The Endeavour Fund | Lloyds Bank Limited, 71 Lombard Street, London EC3P 3BS |

**Changes**

DELETE ALL INFORMATION UNDER THE HEADING OF NATIONAL GROUP AND REPLACE BY

| | | |
|---|---|---|
| The National Group of Unit Trusts Limited, National Group House, 3/5 Norwich Street, Fetter Lane, London EC4P 4DA | Century Trust | Midland Bank Trust Company Limited, 27/32 Poultry, London EC2P 2BX |
| | National Unit 'D' Second Series | Midland Bank Trust Company Limited, 27/32 Poultry, London EC2P 2BX |
| | National Consolidated Unit Trust | Midland Bank Trust Company Limited, 27/32 Poultry, London EC2P 2BX |
| | National High Income Unit Fund | National Westminster Bank Limited, 41 Lothbury, London EC2 |
| | National Unit Fund of Investment Trust Shares | National Westminster Bank Limited, 41 Lothbury, Lomdon EC2 |
| | Natural Resources & Allied Industries Unit Fund | National Westminster Bank Limited, 41 Lothbury, London EC2 |

| Group and/or name and address of Management Company | Name of scheme | Name and address of Trustee |
|---|---|---|
| | Scottish Unit Fund | Midland Bank Trust Company Limited, 27/32 Poultry, London EC2P 2BX |
| | Commercial Consolidated Unit Trust | National Westminster Bank Limited, 41 Lothbury, London EC2 |
| | Universal Second Unit Trust Certificates | National Westminster Bank Limited, 41 Lothbury, London EC2 |
| | Domestic Unit Fund | Midland Bank Trust Company Limited, 27/32 Poultry, London EC2P 2BX |
| | Gas Industry and Power Unit Fund | Midland Bank Trust Company Limited, 27/32 Poultry, London EC2P 2BX |
| | Hundred Securities Trust | Lloyds Bank Limited, 71 Lombard Street, London EC3P 3BS |
| | Investors General Trust | Royal Exchange Assurance, Royal Exchange, London EC3 |
| | Investors Second General Trust | Royal Exchange Assurance, Royal Exchange, London EC3 |
| | Provident Investors Trust Second Series | Midland Bank Trust Company Limited, 27/32 Poultry, London EC2P 2BX |
| | Security First Unit Trust | Lloyds Bank Limited, 71 Lombard Street, London EC3P 3BS |
| | National Banking Insurance and Financial Shares Trust | Lloyds Bank Limited, 71 Lombard Street, London EC3P 3BS |
| | Shield Unit Fund | Lloyds Bank Limited, 71 Lombard Street, London EC3P 3BS |
| | Shamrock Unit Fund | National Westminster Bank Limited, 41 Lothbury, London EC2 |

## Report reveals defects at Windscale but no harm to exposed workers

Recommendations for improvements in ventilation equipment, instrumentation and emergency procedures at the British Nuclear Fuels Limited (BNFL) Windscale Works in Cumberland, are made in a report, published on 1 August by Mr. E. C. Williams, Chief Inspector of Nuclear Installations, on an accidental release of radioactive material in September 1973. The incident, on 26 September, led to 35 men in the plant being slightly contaminated.

In his report to Eric Varley, Secretary of State for Energy, Mr. Williams says that all but seven of the men have been allowed to return to normal duties. None is expected to suffer any physical harm, but all will continue to be medically supervised.

The Chief Inspector began his investigation within 24 hours of the incident. The plant was shut down immediately after the incident and cannot be re-started before the improvements recommended by the Chief Inspector have been completed, and assessed.

The report says that the source of the release was one of the process vessels, known as a constant volume feeder (CVF). The cleaning of this vessel after a previous reprocessing operation had failed to remove 'kilogram quantities' of solid waste products, some of which were radioactive. The release took place during preparation for the processing of a new batch of irradiated fuel elements. A reaction occurred in the CVF between the waste solids and acidified 'butex' (dibutyl carbitol), which led to a build up of sufficient pressure within the CVF for gas to escape by way of the CVF drive shaft. The plant ventilation system proved unable to cope with the back-pressure from the reaction.

The report points out that the system had been designed 20 years ago. No significant release had, in fact, taken place up to the time of this incident.

The report also says that the monitoring instrumentation which should have given a clear indication of the release was inadequate and that, while there was an evacuation drill in the event of a 'criticality' alarm, there was no specific evacuation procedure applicable in the circumstances which arose on 26 September.

The NII is advised that, in the case of the highest radiation exposure suffered by an individual in this incident, the extra risk of contracting lung cancer – in addition to the 'normal' risk – is approximately 1 per cent.

Apart from requiring modifications and changes to the ventilation plant, instrumentation, and emergency procedures, the Chief Inspector calls for the use of respirators when a release of airborne radiocative material is indicated.

He further recommends that accumulated solids in the CVF should be removed and that any solids in other vessels should be examined with a view to removal.

## New medical scales for merchant ships and fishing vessels

The Department of Trade has published revised medical scales for merchant ships and fishing vessels under the provisions of Sections 24 and 92 of the Merchant Shipping Act 1970. The new scales will come into operation on 1 October.

Details of the application of the new scales will be set out in Department of Trade Merchant Shipping Notices which will be published shortly.

Copies of The Merchant Shipping (Medical Scales) Regulations 1974 (SI 1974 No. 1193, price 40p, by post 44½p) and The Merchant Shipping (Medical Scales) (Fishing Vessels) Regulations 1974 (SI 1974 No. 1192, price 17p, by post 20½p), may be purchased from HMSO, 49 High Holborn, London WC1V 6HB (callers only) (PO Box 569, SE1 9NH, Trade and London Area Mail Order) or its branch offices.

## Nation Life Insurance Company Ltd.

On 29 July 1974 an order for compulsory winding-up of Nation Life Insurance Company Ltd. was made by the High Court, and the Official Receiver remains in office as Provisional Liquidator, with Mr. G. A. Weiss as special manager. Under the provisions of the Companies Act 1948, procedures have to be followed for determining who will be the Substantive Liquidator and the requisite meetings have been convened for 4 September.

It is not yet posssible to determine whether the company has assets sufficient to meet its commitments in full, or what the deficiency will be if it cannot. The company does however have substantial assets. In connection with efforts to arrange a transfer of engagements to another company a review is being made by actuaries of the company's commitments and a valuation made by independent valuers of its property assets.

Until further notification, which will be given as soon as possible:

1 The company will continue to accept premiums and to operate 'Direct debiting' where applicable;
2 Premiums received on or since the date of the winding-up order will be kept separately identified with a view to special treatment if it transpires that no transfer of engagements is achieved;
3 The company must continue its suspension of all payments to policyholders and annuitants, and also its previously announced deferments of valuation and payment on encashment of property bonds etc;
4 The company will continue to receive applications for conversion of policies to 'paid up' (where applicable). These will be effective in the event of a transfer of engagements being arranged but will not alter rights as at the date of the winding-up order to dividend in the winding-up in the event of there not being any sub transfer.

# Technology News

## Five courses for the autumn

**After the summer holidays a number of conferences on technological subjects are planned. Details are given below of those organised by public sector establishments.**

**Tribology – dynamic seals.** A one-day course, 'Dynamic Seals', is being sponsored by the National Centre of Tribology and the north western branch of the Institution of Mechanical Engineers at the National Centre of Tribology, Risley, on 12 November. It is a repetition of previous courses at Risley which were over-subscribed. A practical course, its aim is to familiarise engineers and designers with the functions of the various main types of seal and their methods of operation. The course fee, including lunch, refreshments and VAT, is £16.50. Applications: National Centre of Tribology, United Kingdom Atomic Energy Authority, Risley, Warrington (tel. Warrington (0925) 31244, ext. 2640 or 3522).

**Systems reliability.** A course on 'An Introduction to Reliability Assessment, Theory and Practice' is being held by the Systems Reliability Service of the United Kingdom Atomic Energy Authority in collaboration with Liverpool University at the University from 16 to 27 September. The course is intended for engineers and technologists, including management, of all disciplines concerned with achieving adequate reliability in complex equipment and systems. Nominations at a fee of £160 (£135 for associate members of SRS), exclusive of VAT and accommodation, are invited. Applications: Mr. A. C. Wilson, Systems Reliability Service, United Kingdom Atomic Energy Authority, Wigshaw Lane, Culcheth, Warrington WA3 6AT (tel. Warrington (0925) 31244, ext. 208).

**Terotechnology.** The Department of Industry's Committee of Terotechnology, in conjunction with the Universities of Birmingham and Aston, is holding a one-day Terotechnology Conference at Birmingham University on 12 September. The Committee chairman, Major-General Sir Leonard Atkinson, who is also chairman of the Council of Engineering Institutions, will open the conference, which is designed for Midlands' industrialists. There will be an open forum at the end of the conference. Details: Mr. E. D. Margetts, Lucas Institute for Engineering Production, University of Birmingham, Edgbaston Park Road, Birmingham B15 2RA (tel. 021-455 0921).

**Part-programming for numerical control.** From 2-6 September 1974, the National Engineering Laboratory is holding a five-day advanced course on Part-programming for Numerical Control. The course is designed to improve the performance and efficiency of existing part-programmers and is a follow-up to the introductory courses held regularly at NEL. The course fee is £80 plus 10 per cent VAT, which includes lunch and refreshments but not accommodation or other meals. The address is given below.

**Energy conservation.** 'R and D Routes to more effective Utilisation of Energy' is also being sponsored by the National Engineering Laboratory on 10 and 11 September, while not claiming to be comprehensive, the conference is designed to focus on R and D, and at the same time discuss the better use of existing processes and to have relevance for a wide cross-section of industry. The conference fee is £39 plus 10 per cent VAT, which includes lunch, refreshments and buffet but not accommodation or hotel meals. Applications: Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow G75 0QU (tel. East Kilbride 20222, ext. 570).

## Finance for technology

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance. NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere. NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance. The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London SW1H 0ET, or by telephoning 01-823 3400.

A one-day seminar to publicise fluidics as an industrial technique, organised by the Low Cost Automation Centre and sponsored by the Department of Industry. Picture shows R. G. Lea, Department of Industry, B. Gordon Mann, joint-managing director of The Marine Engineering Co. (Stockport) Ltd., A. L. Martin, Department of Industry and D. T. Roberts, manager of the Automation Centre, Colchester. A further seminar is being held at Sunderland in September.

# New books for reference

## Thesaurus on mineral processing and metals extraction

*Thesaurus of Terms for Indexing the Literature of Mineral Processing and Metals Extraction*: This is now available from the Warren Spring Laboratory, the Department of Industry's Research Establishment at Stevenage. Covering 150 pages of invaluable reference information for all workers in these fields, the Thesaurus has been developed from the terms used for indexing articles of interest to the Mineral Processing and Metals Extraction Divisions of the laboratory since its inception in 1959. In 1966 fixed subject ('concept') headings were established each with its own corresponding fixed-length concept number.

Primarily the Thesaurus covers the processing of ores, minerals and their concentrates, and also analogous treatment of scrap and waste materials, in particular mining wastes. It does not include mineralogy or orthodox mining technology. Analytical techniques are included only for on-line applications.

The Thesaurus is divided into sections, covering: list of concept – subject – terms; list of geographical concept terms; minerals and their relevant ores; listings by concept numbers; list of postable terms (a quick method of verifying the existence of a term and defining its concept number); trade names; and hierarchical listing of terms.

The Thesaurus (SB856240 31 1) is available (£10.25 UK; £10.50 overseas (both postage paid)) from Warren Spring Laboratory, PO Box 20, Gunnels Wood Road, Stevenage, Hertfordshire SG1 2BX.

## 'Commodity Classification and Naming'

The National Computing Centre Ltd. has published a new book, *Commodity Classification and Naming*, by R. M. O'Connor, a senior consultant with the NCC.

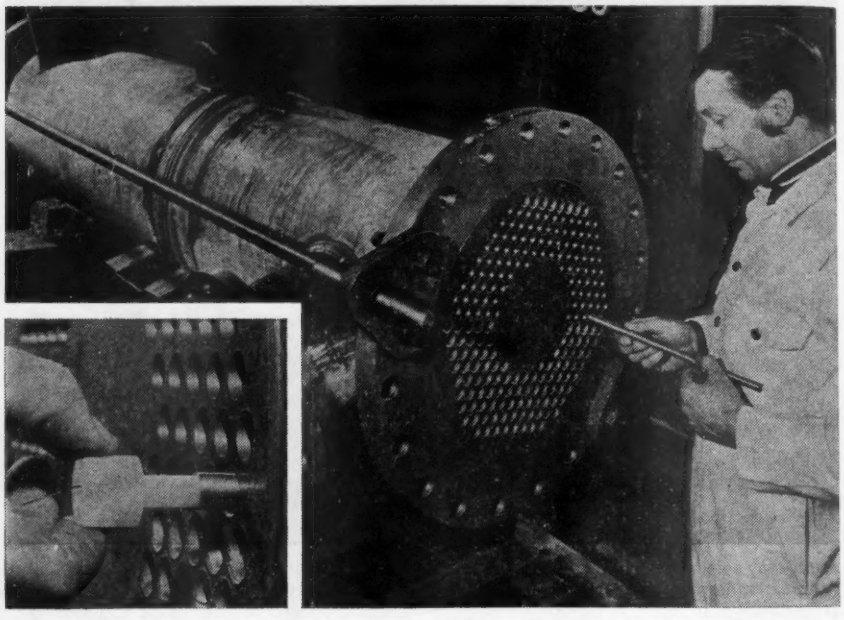
Goods cannot be manufactured, imported, bought, sold or stored without adequate information to control these processes. And the communication of this information depends on the existence of acceptable languages, names, codes, measurements, etc. This book examines two aspects of this wider problem of 'commodity coding', defines the problems, provides possible solutions and looks at the future possibilities of harmonising systems at an international level.

The contents of the book cover information retrieval processes; limitations of simple classifications, technical data storage systems; locations of suppliers; tariff systems; statistics classifications; aids to recognition; inventory management; NATO codification; naming techniques; classification techniques; a look ahead; international implications, and details of major systems.

The NCC has already published two other books related to this volume – *Commodity Coding* and *Commodity Information Systems*.

(Copies of the new book (£4.30 UK net) are available from bookshops and library suppliers or direct from: David and Charles (NCC Publications), South Devon House, Newton Abbot, Devon.

An automatic gas monitor which samples the atmosphere at four-minute intervals and detects inflammable gases such as natural gas, town gas, propane or butane. Launched this summer the device has been developed by Neotronics Ltd, with the backing of the National Research Development Corporation. The basic sensing element is a 'pellistor' developed by the Safety in Mines Research Establishment. Before the gas-air mixture reaches danger level, the monitor sounds the alarm and can shut off the supply, open ventilators or start a series of safety measures.



A technician inserting one of the 210 tubes. The smaller inset shows one of the explosive charges, encased in polythene, inserted into a tube end.

## Explosive technique for welding

New units for reducing the temperature of superheated steam from 400 to 100 degrees Centigrade (de-superheaters) are being built for each of the four 500 mW turbines at Eggborough power station, Yorkshire.

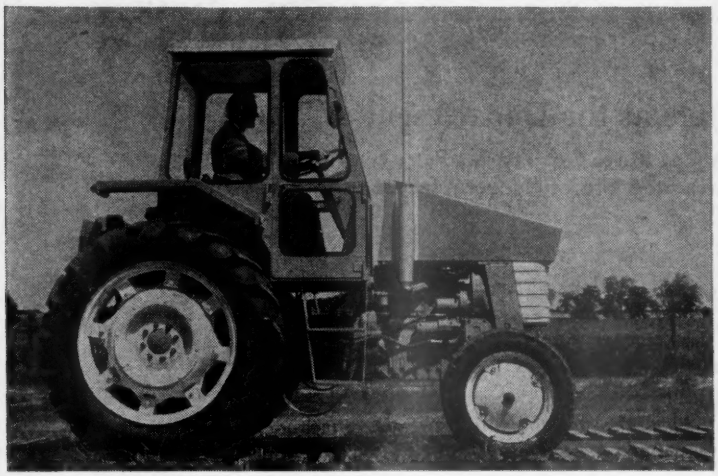
The heat exchangers are made from mild steel shells and tubeplates and are each fitted with 210 stainless steel ½-in. tubes.

The de-superheaters are being made by Yorkshire Imperial Metals, who are using their 'Yimpact' technique of explosive welding to secure these tubes to the plates. The original equipment failed at the joint between the dissimilar metals where the tubes had been fitted to the plate by the roller expansion method.

Under the new technique, the tubes are inserted with ½-in. projecting from the plate face. Detonation of the charge creates an interfacial pressure between the tube wall and the tapered hole, causing the surfaces to weld and providing a true metallurgical bond over a substantially greater contact area than can be obtained by fusion welding. The explosion also severs the tube end flush with the plate.

# Tractor technology

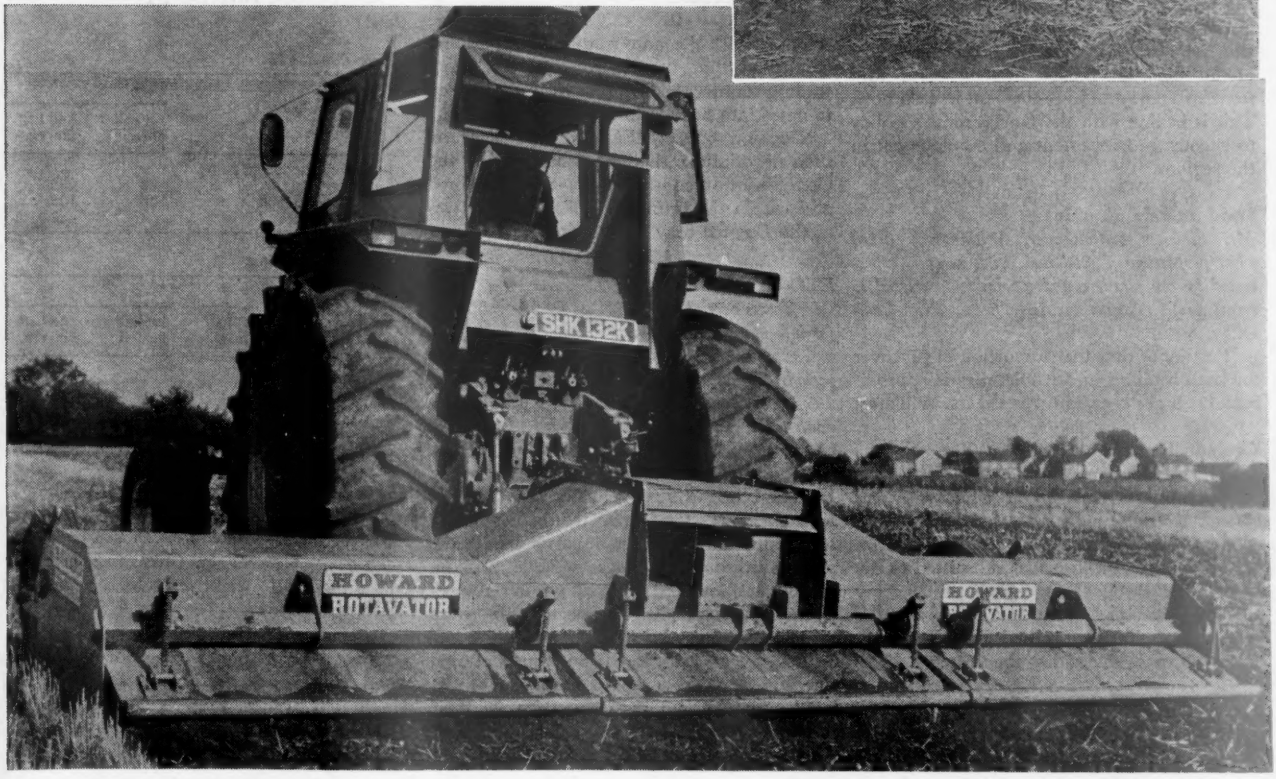
The pictures on this page are among several published in *Trade and Industry* each week obtained from Photographs Division, Central Office of Information. Working with British commercial representatives, the COI places a large, continuous flow of news stories and photographs in the overseas press. Special efforts are made to back fairs and missions.



Above: Experimental suspension cab tractor developed by the National Institute of Agricultural Engineering to reduce vibration suffered by the driver when travelling over rough ground.

Right: Optical sensor for steering tractors, developed by the National Institute of Agricultural Engineering. The plough furrow is used as a guideline for the sensor mounted on the tractor.

Below: The Royal Agricultural Society's gold medal award of merit, awarded annually to those who have made an outstanding impact on farming, has been presented this year to Howard Rotavator Co. Ltd. for pioneering rotary cultivation. The picture shows the model ST 180 Rotovator which has a tillage width of 15 ft.



# Parliament

## Monday, 29 July

**Department of Prices and Consumer Protection**

*Mr. Michael Latham (Melton) asked the Secretary of State for Prices and Consumer Protection, about changes in the staffing establishment of her department since 10 June.*

'Since my reply to the Hon. Member on 10 June the number of staff in my Department has increased to 279,' replied Mrs. Williams.

**Consumer protection bureaux**

*Mr. Russell Johnson (Inverness) asked for a list of those local authorities providing a consumer protection bureau.*

Mr. Williams answered: 'According to the latest information available to me, Scottish local authorities which have established consumer advice centres are Paisley, Greenock and Lanark (East Kilbride). Consumer advice is also available from many other local authority offices and from Citizens Advice Bureaux, which are financially supported by local authorities to varying extents.'

**Regional Employment Premium**

*Mr. Adam Butler (Bosworth) asked if the Secretary of State for Prices and Consumer Protection, would confirm that, because of the reduction of wage costs resulting from the increase in Regional Employment Premium, those firms in receipt of it would be required to reduce their prices accordingly.*

Mrs. Williams answered: 'Under the Price Code, the increase in REP will be taken into account in calculating changes in labour costs, and should, therefore, be reflected in the prices of the firms concerned. However, because of the productivity deduction, firms will not necessarily have to reflect the whole of the changes in REP in their prices and some will enjoy an improvement in cash flow. This is in line with the Government's policy to encourage investment and employment in the regions.'

**Food and drink sales**

*Mr. Silvester (Manchester, Withington) asked what proportion of food and drink sales is represented by the retailers and wholesalers, obliged to report profit margins quarterly to the Price Committee.*

'I estimate that the proportion of turnover for both retailers and wholesalers is approximately 23 per cent,' answered Mrs. Williams.

**Lowson Group**

*Mr. W. W. Hamilton (Central Fife) asked for a statement on the report of the inspectors on the business affairs of Sir Denys Lowson.*

Mr. Clinton Davis answered: 'The interim report of the Inspectors was submitted to the Director of Public Prosecutions on 29 May and published on 23 July. It is hoped that the final report will be submitted to my Rt. Hon. Friend towards the end of the year.'

**EEC trade with Eastern Europe**

*Mr. Peter Blaker (Blackpool, South) asked if the Secretary of State for Trade had agreed in the Council of the EEC that all trade negotiations with Eastern bloc countries would, in future, be undertaken not by individual member countries but by the Commission of the EEC.*

Mr. Deakins replied: 'Under the terms of a Council Decision (69/494/EEC) of 16 December 1969, which remains valid, no Member State was permitted to negotiate with third countries on matters of commercial policy after 31 December 1972.

'On 7 May 1974 the Council discussed relations with the state trading countries and confirmed that at the request of a state trading country the Community was prepared to enter into negotiations with it.

'Decision 69/494/EEC provides that any such negotiations shall be conducted by the Commission in consultation with the Council and within the framework of such directives as the Council may issue to it.'

**EEC-UK trade**

*Mr. James Scott-Hopkins (West Derbyshire) asked for information on the total volume of trade, imports and exports, between the EEC and the UK in the periods, January to June 1973, July to December, 1973 and January to June 1974; and by how much tariff, both in and out of the UK, has varied, on average, during British membership of the EEC.*

'Figures of the volume of trade between the EEC and the UK are not available,' answered Mr. Deakins. 'In terms of value, on a seasonally adjusted basis, imports cif, for the periods in question, were £2,304 million, £2,893 million and £3,617 million respectively; corresponding exports fob were £1,836 million, £2,195 million and £2,642 million. In general, tariffs on trade between the UK and the original members of the EEC were reduced by 20 per cent of their pre-accession rate on 1 April 1973, and by a further 20 per cent on 1 January 1974.'

## Ministers at the Department of Industry

**Secretary of State for Industry:** Anthony Wedgwood Benn
**Ministers of State:** Eric Heffer
Lord Beswick
**Parliamentary Under-Secretaries of State:** Gregor MacKenzie
Michael Meacher

## Ministers at the Department of Trade

**Secretary of State for Trade:** Peter Shore
**Parliamentary Under-Secretaries of State:** Eric Deakins
Stanley Clinton Davis

## Ministers at the Department of Prices and Consumer Protection

**Secretary of State for Prices and Consumer Protection:** Shirley Williams
**Minister of State:** Alan Williams
**Parliamentary Under-Secretary of State:** Robert Maclennan

**Imports of oil**

*Details were requested by Mr. Peter Blaker (Blackpool, South) on the value of imports of oil and oil products from EEC member countries in the first six months, and in the second six months, respectively, of 1973, and for the estimated value of imports of oil and oil products in the first six months of 1974; and the value of imports of such products in the first and the second six months of 1973.*

Mr. Deakins gave the following information:

*Imports from the EEC*

| | 1973 | |
|---|---|---|
| | 1st half £m. cif | 2nd half £m. cif |
| Petroleum, crude and partly refined | 23 | 38 |
| Petroleum products | 105 | 103 |
| Petroleum gases | 2 | 2 |

*Imports from all sources*

| | 1974 | 1973 | |
|---|---|---|---|
| | 1st half £m. cif | 1st half £m. cif | 2nd half £m. cif |
| Petroleum, crude and partly refined | 1,906 | 563 | 774 |
| Petroleum products | 332 | 161 | 183 |
| Petroleum gases | 10 | 8 | 8 |

**Timber and wood pulp**

*Mr. Jim Craigen (Glasgow, Maryhill) asked what was the proportion of timber and wood pulp requirements imported by Great Britain during each of the last 10 years; and what were the total import costs involved.*

Figures for consumption are not available prior to 1965 for timber and prior to 1967 for wood pulp,' answered Mr. Deakins. 'In subsequent years imports accounted for about three-quarters to four-fifths of timber consumption and nine-tenths of wood pulp

consumption.' Following is the information on the value of imports:

£ million cif

| | Timber | Wood pulp |
|---|---|---|
| 1964 | 217 | 136 |
| 1965 | 219 | 138 |
| 1966 | 193 | 132 |
| 1967 | 191 | 124 |
| 1968 | 230 | 153 |
| 1969 | 217 | 162 |
| 1970 | 237 | 195 |
| 1971 | 244 | 160 |
| 1972 | 253 | 170 |
| 1973 | 457 | 198 |

### Tobacco imports

*Dr. Michael Winstanley asked what would be the effect on the balance of payments of a total cessation of tobacco imports.*

Mr. Deakins said that there would be a reduction both in imports and exports; in the first half of 1974 imports of tobacco and tobacco manufactures were £83 million cif and exports £31 million fob. 'Other less direct effects are difficult to quantify,' said Mr. Deakins.

### Paint exports

*Mr. Michael Shersby (Hillingdon, Uxbridge) asked for information on the total annual value of British paint exports.*

Mr. Deakins answered that published information showed exports last year were valued at £18.6 million fob, including enamels, lacquers and varnishes.

### Bankruptcies

*Mr. Robert Woof (Blaydon) asked for information on the number of commercial, industrial and building construction industry bankruptcies in the UK since 1 January 1970, to the most recent convenient date.*

Mr. Clinton Davis said that the numbers of Receiving Orders and Orders of Administration (under Section 130 of the Bankruptcy Act 1914) made in England and Wales and the numbers of construction industry bankruptcies since 1 January 1970 were as follows:

| | Total Receiving Orders and Orders of Administration | Construction Industry |
|---|---|---|
| 1970 | 4,907 | 1,027 |
| 1971 | 4,643 | 1,162 |
| 1972 | 4,244 | 1,075 |
| 1973 | 3,817 | 722 |
| Period January to 31 March 1974 (provisional) | 1,294 | 236 |

'Full classification of the failures by trades and other bankruptcy statistics are contained in the Bankruptcy Annual General Reports which for years up to and including 1972 are in the library,' he said.

### Aircraft noise

*A statement was asked for by Mr. James Allason (Hemel Hempstead) on the prospects of a reduction in aircraft noise to one-sixth of the present level.*

Mr. Clinton Davis answered: 'The prospects for a reduction of aircraft noise up to 1990 were set out in Chapter 6 of the Report published on 18 July entitled 'Maplin – Review of Airport Project'. It is expected that, by 1990, when the new quieter aircraft will largely have replaced the existing types of aircraft, there will be a marked reduction in noise. It is forecast that, by that date, the number of people living within the 35 NNI contours around the four London airports would fall to one-fifth or one-sixth of the present numbers.'

### Night flight restrictions

*Sir George Sinclair (Dorking) asked about steps taken in relation to the number of night jet flights at Gatwick for the tourist season of 1975.*

'The matter is at present under active consideration following the recent completion of arrangements for the imposition of night jet restrictions in the coming winter months,' answered Mr. Clinton Davis.

*Mr. Clinton Davis was also asked by Mr. Russell Kerr (Hounslow, Feltham and Heston) whether any decision had yet been taken to extend summer restrictions on night jet movements at Heathrow and Gatwick to include the winter months.*

'I have decided to introduce night jet restrictions at Heathrow and Gatwick in the coming winter months.' he answered. 'The period will be defined as 1 November to 31 March inclusive between 2330-0630 hours Monday to Saturday with an extension to 0800 hours on Sunday mornings. During that period, the number of movements (take-offs and landings combined) by jet aircraft will not exceed 2,600 at Heathrow and 2,300 at Gatwick.'

### Department of Industry

*Mr. Tim Renton (Mid-Sussex) asked if the Secretary of State for Industry proposed to issue any further notes on the current work programme of the Department of Industry; and if so, when.*

'I intend to keep the House and the public fully informed about the current work programme of the department,' answered Mr. Benn.

### Government grants to industry

*Mr. Hugh McCartney (East Dunbartonshire) asked for information on the latest figures of Government grants to major manufacturing companies over the last few years.*

'I have now received first details of the amount of Government grants paid to 10 leading companies in the years 1970/73 inclusive.' answered Mr. Benn 'Figures for a further ten companies should be available next month. The figures are as follows:

GOVERNMENT GRANTS TO TEN LEADING COMPANIES: 1970-73 £'000

| Company group | 1970 | 1971 | 1972 | 1973 | Total |
|---|---|---|---|---|---|
| Allied Breweries | 730 | 680 | 380 | 310 | 2,100 |
| Esso | 6,390 | 5,980 | 9,420 | 9,500 | 31,290 |
| Fords | 3,530 | 8,510 | 2,860 | 1,810 | 16,710 |
| GEC | 3,700 | 3,050 | 2,030 | 1,230 | 10,010 |
| GKN | 2,330 | 3,120 | 1,630 | 1,150 | 8,230 |
| ICI | 27,770 | 26,090 | 7,840 | 13,040 | 74,730 |
| Rank Hovis McDougal | 1,250 | 880 | 290 | 130 | 2,550 |
| Tate and Lyle | 900 | 680 | 2,720 | 1,040 | 5,360 |
| Unilever | 4,010 | 3,480 | 1,230 | 640 | 9,360 |
| Imperial Group | 1,880 | 1,650 | 870 | 770 | 5,180 |
| Totals | 52,500 | 54,130 | 29,270 | 29,620 | 165,510 |

Notes:

(i) The figures which relate to calendar years are given correct to the nearest £10,000. They are individually rounded and may not therefore add up exactly to the totals shown.

(ii) Kinds of grants considered:

Investment Grants
Regional Development Grants
Local Employment Acts:
- Building Grants
- Plant and machinery grants
- Operational grants
- Removal grants

Industry Act 1972, Sections 7 and 8:
- Interest relief grants
- Removal grants
- Grants under Section 8

Shipbuilding Industry Board Grants
Construction grants for ships (Industry Act 1972 Section 11)
Any grants under special schemes of assistance to shipyards
Grants under the Hotel Development Incentive Scheme.

*Mr. Martin Flannery (Sheffield, Hillsborough) asked to what extent subsidies of public money to private industry made under the previous administration were being continued.*

'We are reviewing the future of Government support for industry in the light of our declared aims as set out in our Election Manifesto,' answered Mr. Heffer. 'Meanwhile existing schemes of support are being maintained.'

*Mr. Neville Trotter (Tynemouth) asked if it was the Secretary of State for Industry's policy to refuse to provide assistance under the Industry Act to any industry unless part or all of the share capital of the firms concerned is state owned.*

'No, Sir.' answered Mr. Heffer 'We have made clear that we intend to build on the system of financial assistance set out in the Industry Act 1972 so that companies in the assisted areas can continue to receive assistance. In appropriate cases we may wish to provide assistance in the form of share capital.'

### Political contributions from industry

*Mr. Max Madden (Sowerby) asked for details of the total donations from industry and business to a) the Conservative Party and b) Aims of Industry in the year to date and for the last five years.*

Mr. Benn answered: 'I am making arrangements for the publication of total political contributions in respect of 1973 and subsequent years for the large companies which are included in the Department of Industry's regular analysis of company accounts.'

### Shipbuilding, ship-repairing and marine engineering industries

*Mr. Neville Trotter asked the Secretary of State for industry: 'Whether he will make it his policy that his plans for the future of the shipbuilding, ship-repairing and marine engineering industries will be such that there will be no reduction in the present labour force in each part of the country.'*

Mr. Meacher replied: 'The proposals will be designed to place on a more secure basis the future of these industries and of those employed in them; but as in any other industry there will have to be adaptations to changing conditions and I cannot undertake that there will be no reduction whatsoever in employment in any part of the country.'

# Parliament continued

*Mr. Trotter then asked for information on the estimated net worth of (a) the shipbuilding (b) ship-repairing and (c) marine engineering industries on the basis of (1) the market value of their shares, (2) the book value of their net assets and (3) as going concerns.*

Mr. Meacher said: 'The Stock Exchange Fact Book, about to be published, gives the market value of the ordinary shares of the nine quoted companies engaged mainly in shipbuilding as £24 million on 30 June 1974. The book value of the net assets of these same nine companies, as shown in their latest available annual accounts, totalled £100 million; no figures are available of their net worth as going concerns. The Stock Exchange Fact Book does not separately distinguish ship-repairing and marine engineering. The figures relate to the total activities of these companies, including those outside of shipbuilding, ship-repairing and marine engineering. No figures are available for the market value of shares of non-quoted companies in the industry or for the shipbuilding subsidiaries of companies engaged mainly in other industries.'

*Mr. Trotter also wanted to know the total aid paid from public funds to each of the shipbuilding, ship-repairing and marine engineering industries, the total in each case paid to firms in the North East; and details of the nature of the aid.*

Mr. Meacher answered: 'Aid from Government funds has been made available both through schemes of general assistance to industry (eg Investment Grants and expenditure under the Local Employment Act) and through schemes specific to shipbuilding. I regret that it is not practicable to provide information, in the way requested, about the former. The table below gives details of Government aid to shipbuilding companies, under schemes specific to the industry, during the period 1 April 1965 to 30 June 1974. The marine engineering industry benefited to a small extent (£0.3m) from assistance available under the Shipbuilding Industry Act 1967, There have been no comparable schemes specific to ship-repairing but many of the shipbuilding companies who have received Government aid also engage in ship-repairing activities.

£ million

| | NE England | Total UK |
|---|---|---|
| Loans | 0.1 | 62.9 |
| Grants | 18.5 | 79.0 |
| Purchase of shares | — | 14.0 |
| Total | 18.6 | 155.9 |

Notes:
1 NE England has been taken as the area from the Tyne to the Tees estuaries, inclusive.
2 The figures include assistance given by the Northern Ireland Government and the Ministry of Defence up to 31 March 1974 only.
3 The figures do not include Shipbuilders' Relief, given under the Finance Act 1966.

*Mr. Trotter asked for as much information as is consistent with commercial confidence about the aid paid from public funds to the following shipyards in each of the last ten years and, where appropriate, the extent to which the payments were made since the yards passed in whole or in part into public ownership, together with details of the nature of the aid: (a) Harland and Wolff, (b) Upper Clyde and its predecessors, (c) Govan, (d) Marathon, (e) Cammell Laird, (f) Swan Hunter, (g) Scott Lithgow, (h) Austin and Pickersgill, (i) Doxfords and (j) the remaining yards.*

Mr. Michael Meacher gave the information in the following tables. The figures exclude Shipbuilders' Relief, given under the Finance Act 1966, and aid available through schemes of general assistance to industry such as Investment Grants and expenditure under the Local Employment Act.

LOANS

£ million

| Company | 1965-66 | 1966-67 | 1967-68 | 1968-69 | 1969-70 | 1970-71 | 1971-72 | 1972-73 | 1973-74 | (to 30 June) 1974-75 | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Harland & Wolff Ltd.* | — | 3.500 | — | 5.000 | 3.000 | — | — | — | 5.000 | — | 16.500 |
| Upper Clyde Shipbuilders Ltd. and Fairfields (including assistance to Liquidator of UCS) | 1.000 | (0.060) | 3.500 | 0.935 | 7.000 | — | — | 2.700 | — | — | 15.075 |
| Govan Shipbuilders Ltd. | — | — | — | — | — | — | — | 3.000 | 5.500 | 4.250 | 12.750 |
| Cammell Laird Shipbuilders Ltd. | — | — | — | — | — | — | — | 1.204 | 5.096 | — | 6.300 |
| Marathon Shipbuilding (UK) Ltd. | — | — | — | — | — | — | — | — | — | — | — |
| Swan Hunter Group | — | — | — | — | — | — | — | — | — | — | — |
| Scott Lithgow Group | — | — | — | — | — | 2.128 | 1.671 | — | — | — | 3.799 |
| Austin & Pickersgill Ltd. | — | — | — | — | — | — | — | — | — | — | — |
| Sunderland Shipbuilders Ltd. (formerly Doxfords) | — | — | — | — | — | — | — | — | — | — | — |
| Others | — | — | — | — | 0.620 | 6.510 | 1.393 | — | — | — | 8.523 |
| Total | 1.000 | 3.440 | 3.500 | 5.935 | 10.620 | 8.638 | 3.064 | 6.904 | 15.596 | 4.250 | 62.947 |

* To 31/3/74 only.

GRANTS

£ million

| Company | 1965-66 | 1966-67 | 1967-68 | 1968-69 | 1969-70 | 1970-71 | 1971-72 | 1972-73 | 1973-74 | (to 30 June) 1974-75 | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Harland & Wolff Ltd.* | — | — | — | 0.186 | 1.662 | 4.915 | 2.275 | 13.803 | 3.724 | — | 26.565 |
| Upper Clyde Shipbuilders Ltd. and Fairfields (including assistance to Liquidator of UCS) | — | — | 0.021 | 2.440 | 3.566 | 0.265 | 7.435 | — | — | — | 13.727 |
| Govan Shipbuilders Ltd. | — | — | — | — | — | — | — | — | 1.571 | 0.327 | 1.898 |
| Cammell Laird Shipbuilders Ltd. | — | — | — | — | — | — | — | 0.842 | 1.190 | 0.169 | 2.201 |
| Marathon Shipbuilding (UK) Ltd. | — | — | — | — | — | — | — | — | 0.139 | 0.058 | 0.197 |
| Swan Hunter Group | — | — | 0.018 | 2.865 | 1.223 | 0.552 | 1.176 | 1.988 | 5.747 | — | 13.569 |
| Scott Lithgow Group | — | — | 0.009 | — | — | 0.758 | 0.678 | 2.248 | 1.593 | 0.340 | 5.626 |
| Austin & Pickersgill Ltd. | — | — | — | — | — | — | — | 1.116 | 1.346 | 0.001 | 2.463 |
| Sunderland Shipbuilders Ltd. (formerly Doxfords) | — | — | 0.013 | — | — | — | — | 0.961 | 1.252 | 0.062 | 2.288 |
| Others | — | — | 0.089 | 0.132 | 0.080 | 0.325 | 0.513 | 3.166 | 5.570 | 0.757 | 10.632 |
| Total | — | — | 0.150 | 5.623 | 6.531 | 6.815 | 12.077 | 24.124 | 22.132 | 1.714 | 79.166 |

* To 31/3/74 only.

SHARES

£ million

| Company | 1965-66 | 1966-67 | 1967-68 | 1968-69 | 1969-70 | 1970-71 | 1971-72 | 1972-73 | 1973-74 | (to 30 June) 1974-75 | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Harland & Wolff Ltd.* | — | — | — | — | — | — | 4.000 | — | — | — | 4.000 |
| Upper Clyde Shipbuilders Ltd. and Fairfields | 0.500 | 0.030 | — | — | 3.000 | — | — | — | — | — | 3.530 |
| Govan Shipbuilders Ltd. | — | — | — | — | — | — | — | 5.000 | — | — | 5.000 |
| Cammell Laird Shipbuilders Ltd. | — | — | — | — | — | 1.500 | — | — | — | — | 1.500 |
| Total | 0.500 | 0.030 | — | — | 3.000 | 1.500 | 4.000 | 5.000 | — | — | 14.030 |

Note:
Government shareholdings in Harland & Wolff, Upper Clyde Shipbuilders and Cammell Laird were purchased on 8 July 1971, 28 August 1969 and 4 June 1970 respectively. Govan Shipbuilders has been wholly owned by the Government since its formation on 1 July 1972.
* To 31/3/74 only.

*'What was the value of total orders for new ships from British yards at the end of March?' 'and what is the estimated value of orders placed since that date?' asked Mr. Michael Shersby (Hillingdon, Uxbridge).*

'On 31 March 1974, UK shipyards had orders-on-hand valued at £1,924 million., answered Mr. Meacher. 'It is estimated that by 30 June further orders valued at £94 million had been received.'

*A Question was put by Mr. Frederick Willey (Sunderland, North) on progress made on the Secretary of State decision over Austin and Pickersgill Ltd. on providing Government support for their reorganisation plans.*

Mr. Heffer answered: 'The company's proposals for modernisation have recently been substantially revised and we are considering the terms under which assistance might be provided. A decision will be taken soon.'

**Tracked Hovercraft**

*Sir David Renton (Huntingdonshire) inquired about the Government's decision with regard to the future of the tracked Hovercraft at Erith.*

'I am not in a position to announce the Government's decision,' answered Mr. Meacher. 'It is, however, hoped that a statement will be made shortly in the form of a reply to the Report from the Select Committee on Science and Technology on Tracked Hovercraft Ltd.'

**Concorde**

*'What has been the cost to date of the Concorde project expressed in 1974 prices?' asked Dr. Phipps (Dudley, West).*

Mr. Meacher replied that the UK share of the costs of the Concorde project to date was approximately £880 million at March 1974 prices. 'This figure includes development and production costs, as well as the costs of intramural work in Government establishments,' he said. 'Up to date French costs on the same basis are not available, but they are believed to be broadly equivalent.'

**European Regional Development Fund**

*Mr. Robert Redmond (Bolton, West) asked about 'plans to ensure that the United Kingdom industry obtains maximum benefit from the European Regional Fund.'*

Mr Heffer said: 'The European Regional Development Fund has still to be established. In any negotiations about it the British Government will take fully into account the interests of UK industry.'

**ECSC scheme for redundant steelworkers**

*Mr. Peter Blaker (Blackpool, South) asked the Secretary of State for Industry: 'what is the sum which he expects to accrue to the UK from the ECSC in respect of the scheme contained in SI No. 908 of 1974 for benefits to steel workers made redundant or transferred to new work at lower rates of pay.'*

Mr. Meacher answered: 'Accurate forecasts are impossible but the tentatively estimated total of the European Commission's contributions towards the benefits to be disbursed under the Iron and Steel Employees Readaptation Benefits Scheme is some £9 million up to 31 March 1979. This estimate does not allow for any changes that may result from my review of the British Steel Corporation's proposed closures. To date the Commission have allocated some £1.5 million towards the cost of readaptation benefits.'

**Motor vehicle production**

*Mr. Hal Miller (Bromsgrove and Redditch) asked for information about likely demands for and production of motor vehicles for the remainder of 1974.*

'Provisional statistics of car production and of new car registrations in June 1974 are now available,' said Mr. Meacher. 'It is encouraging to note that these were respectively 2 and 10 per cent higher than the average of April and May.'

**Kirkby area**

*Mr. Robert Kilroy-Silk (Ormskirk) asked why Kelloggs were advised to locate in the intermediate area of Wrexham; and whether consideration was given to Kirkby in this connection.*

Mr. Heffer said: 'I understand that the company considered a number of locations, including some in the North-West region, before reaching their decision that a site in the Welsh Development Area at Wrexham best suited their requirements.'

*Mr. Kilroy-Silk asked about selective assistance given, in the form of cheap loans under Section 7 of the Industry Act, to firms in the Kirkby area to assist in the creation of employment since the introduction of the Act.*

Mr. Heffer said that up to 30 June 1974 six loans totalling £277,000 and 32 interest relief grants totalling £1,080,000 had been offered under Section 7 of the Industry Act to firms in the Merseyside Development Area to assist in the creation of new jobs estimated at nearly 3,000 in projects estimated to cost in total £22 million. The information relating to the Kirkby area was not readily available.

*Mr. Kilroy-Silk then asked how many companies have been attracted to the Kirkby area in the last five years; and how many jobs were created.*

'The Department is aware of 14 companies attracted to the Kirkby Employment Exchange area since 1969, promising approximately 2,500 new jobs,' answered Mr. Heffer.

*Would the Secretary of State ensure that consideration is given to the claims of Kirkby, and the high level of unemployment in the area, when considering advising Mars on location? asked Mr. Kilroy-Silk.*

'The claims of Merseyside are always given prominence in giving advice to firms on possible locations for industrial projects,' answered Mr. Heffer.

**South West Development Area**

*Mr. David Mudd (Falmouth and Camborne) wanted to know the intended locations of advance factories in Cornwall, the date of designation of each, the intended size of each; when the work was, or is intended to start on construction; the anticipated dates for occupancy; and the number of anticipated jobs for each factory.*

Mr. Heffer gave the following information:

| Intended location | Date announced | Size sq. ft. | Metres | Building starts |
|---|---|---|---|---|
| Callington | January 1973 | 10,000 | 930 | October 1974 |
| Camborne | January 1973 | 20,000 | 1,860 | Not yet known |
| Newquay | January 1969 | 10,000 | 930 | March 1974 |
| Penryn | January 1973 | 20,000 | 1,860 | Not yet known |
| Truro | June 1967 | 10,000 | 930 | September 1973 |
| Hayle | July 1974 | 10,000 | 930 | 1975 |

'Because of continuing difficulties connected with the siting of the factories at Camborne and Penryn it is not yet possible to say when building there will start,' said Mr. Heffer. 'Efforts are being made to obtain suitable tenants for the remaining factories. The number of jobs in each of the 10,000 sq. ft. factories is expected to be about 40, and 80 in those of 20,000 sq. ft. but the numbers depend on the type of work eventually introduced by the tenants.'

*Mr. Mudd also asked to what extent the South-West Development Area has benefited from regional policies since April 1970; and for the estimated amounts received from investment allowances, investment grants and regional employment premia.*

'Like all other Assisted Areas, the South-West Development Area has, since it was designated in 1966, benefited from the Government's regional policies, including the availability of generous financial assistance to industry,' said Mr. Heffer. 'Full figures for investment allowances and investment grants are not available in the form requested but £5.8 million was paid in investment grant in the first year. For each of the years since 1970 some £2 million has been paid in Regional Employment Premium in the South-West Development Area, making a total of £8 million from April 1970 to March 1974.'

**Northern Development Area**

*Mr. R. Woof asked for information on the total amount of investment grants and regional premiums paid in the Northern Development area in the years 1967 to 1973.*

'Precise figures are not available but approximate totals are as follows,' said Mr. MacKenzie:

| | Investment grants | Regional employment premiums |
|---|---|---|
| 1967-68 | £58 million | £10 million |
| 1968-69 | £55 million | £29 million |
| 1969-70 | £58 million | £31 million |
| 1970-71 | £68 million | £31 million |
| 1971-72 | £49 million | £31 million |
| 1972-73 | £30 million | £29 million |
| 1973-74 | £29 million | £31 million |

'The investment grant figures do not include grants paid in respect of ships and hovercraft.'

*Mr. R. Woof also asked how many industrial certificates have been granted for industrial development in the Blaydon area in each year since 1967; and what was the estimated number of jobs created by these developments.*

'Blaydon is in a Special Development Area where IDCs have not been required since 20 July 1972,' said Mr. MacKenzie. 'The following table gives the number of industrial development certificates issued for the Blaydon Employment Exchange Area for 1967-July 1972 together with estimated number of jobs created by these developments.'

INDUSTRIAL DEVELOPMENT CERTIFICATES (ALL SCHEMES) BLAYDON

| | IDCs approved | Estimated additional employment |
|---|---|---|
| 1967 | 4 | 360 |
| 1968 | 5 | 340 |
| 1969 | 9 | 350 |
| 1970 | 5 | 130 |
| 1971 | 6 | 260 |
| 1972 (Jan.-July) | Nil | Nil |

Note:
The IDC exemption limit was raised in December 1970

*Mr. Giles Radice (Chester-le-Street): asked on how many occasions since 1 March the Department of Industry had assisted firms in the Northern Region under Section 7 of the Industry Act.*

Mr. Heffer replied: 'Between 1 March 1974 and 30 June 1974 59 offers of assistance totalling £29,000 in loans and £1,950,000 in grants have been made to firms in the Northern Region under Section 7 of the Industry Act. These offers involve about 4,000 additional jobs in projects estimated to cost in total £27 million.'

**Meriden Co-operative**

*Mr. Andrew Bennett (Stockport, North) aked for further details of Government financial assistance offered to the proposed Workers' Co-operative at Meriden.*

Mr. Benn said: 'In April of this year proposals were put to me for the formation of a Workers' Co-operative to take over the factory at Meriden owned by Norton Villiers Triumph Ltd (NVT) and to re-establish motorcycle manufacture there with financial assistance from Government under Section 8 of the Industry Act 1972.

'The proposal is that a company formed under the Companies Act, and under the ultimate control of its shop floor workers, should acquire from NVT the Meriden factory and the necessary plant and equipment to manufacture motorcycles there. The output of the factory would be sold to NVT on terms agreed between the two companies and NVT would market those machines through its existing distribution network. When fully established, the Co-operative expects to employ about 880 people and to produce 24,000 machines a year.

'After careful consideration of the proposals the Government has decided that assistance should be offered to the proposed Co-operative under Section 8 of the Industry Act 1972, and subject to the satisfactory negotiation and conclusion of the appropriate agreements, including an agreement on the necessary terms of business between the Co-operative and NVT, the following offer has been made to the representatives of the proposed Co-operative:

'Financial assistance will take the form of a grant of £0.75 million and a loan of £4.2 million for fifteen years to be drawn down on proof of need and to be used by the Co-operative for the purchase of freehold land and buildings, plant and machinery at Meriden, and for working capital.

'The loan will carry interest at the Government's concessionary rate, calculated on the balances of loan outstanding at any time and payable half-yearly. Interest will not accrue however until one year after the date of each advance on account of the loan. Repayment will be at the rate of £420,000 per annum to be paid without deduction of tax half-yearly, with the first repayment on 31 December 1979.

'Among the conditions under which the assistance is to be provided, the Government will have a first charge on the assets of the Co-operative; and my prior consent will be required for substantial acquisitions and disposals; for making wage, salary or other payments in excess of £50 per week to any employee, director or official of the Co-operative; for the declaration or payment of any dividends on the Co-operative's shares; and for the taking up of making of loans. I will also have the right to appoint a Director to the Advisory Board of the Co-operative.

'I have made it clear to the Co-operative that this offer is the limit of the financial assistance the Government is prepared to make available. This offer has been accepted in principle by representatives of the Co-operative.

'The Industrial Development Advisory Board welcomed the proposal as a constructive one, meriting sympathy and encouragement, to deal with the deadlock at Meriden. In the opinion of the majority of the Board however, the proposition is not commercially viable. The Government appreciates this assessment, and recognises that like all innovations, this new industrial organisation must inevitably face many problems and risks.

'In the view of the Government, however, these must be weighed against the positive national benefits which could result. First, the world market for motorcycles is buoyant, and at present the UK share of that market is small. Production at Meriden will provide additional capacity in this country from which to attack this market. Most, if not all, of the machines to be produced by the Co-operative will be for export, and this would yield some £10 million per annum in export earnings.

'Secondly, under the present pattern of industrial organisation there has been a failure to recognise the interests of the labour force in running the business. This accounts for much of the friction between management and workers, and seriously reduces the ability of industry to achieve full efficiency and productive capacity. The establishment of a Co-operative in which the interests of workers and management are identified offers a new approach to industrial organisation, which could have benefits over a much wider field of industry.

'Accordingly, the Government has concluded that, notwithstanding the risks involved, it is in the national interest that this innovation should be tried. The existence of the Co-operative will in no way detract from the rationalisation of the motorcycle industry achieved by the formation of Norton Villiers Triumph, and its operations will not be to the detriment of activity at other motorcycle plants. But its success could begin a new chapter in the history of industrial organisation and relations in this country.'

## Tuesday, 30 July

**EEC research**

*Mr. Tom Normanton (Cheadle) asked if the proposals of the EEC Commission for a Community multiannual research programme had been studied; and whether this was in accordance with Government policy for research.*

Mr. Meacher replied: 'The proposals of the EEC Commission referred to are presumably those put forward recently for revisions to selected parts of the multi-annual programme which was approved in 1973. These proposals are under study; it is thought that the Commission may have new proposals to put forward in the autumn.'

*Mr. Normanton asked about views expressed by the spokesman for the British Textile Corporation to the Minister of State for Industry on 24 July concerning the consequences to the British textile industry were the United Kingdom to withdraw from the European Economic Community.*

Mr. Meacher replied: 'The Minister of State for Industry's 24 July meeting with the BTC covered a variety of questions of interest to the UK textile industry. During these discussions the British Textile Confederation representatives informed the Minister of State for Industry that their preliminary assessment was that they considered UK withdrawal from the EEC would adversely effect the UK textile industry.'

**Political contributions**

*Mr. Madden asked for details of the total donations from category one firms, categorised in the counter inflation programme of the previous Government, to (a) the Conservative Party and (b) Aims of Industry in the year to date and for the last five years on an annual basis.*

Mr. Benn replied: 'The only information which I can provide without undue expense of time and effort relates to those category one companies which are included in the Department of Industry's regular analysis of company accounts. The accounts of these 113 companies reported the following political contributions.

£ thousand

| | 1968 | 1969 | 1970 | 1971 | 1972 |
|---|---|---|---|---|---|
| Conservative party | 196 | 178 | 223 | 143 | 122 |
| Aims of Industry | 20 | 13 | 34 | 16 | 12 |

'Of the other 40 category one firms, 23 are excluded from the Department's analysis of company accounts because they are within the public sector; the other 17 firms are outside the scope of the analysis for various reasons, but mostly because they are operating mainly overseas.'

**Commodity prices**

*Mr. Peter Walker (Worcester) asked for a list of world commodity prices to the latest date for which figures are available in accordance with his reply on 3 July.*

Mr. Deakins gave the following table showing the latest available producers' or UK market prices. They refer to 25 or 26 July unless noted otherwise:

| Commodity | Description | Price at 25 or 26 July |
|---|---|---|
| Copper | Wirebars, London Metal Exchange settlement price | £823 tonne |
| Lead | London Metal Exchange settlement price | £245 tonne |
| Zinc | European producers' price | £330 tonne |
| Tin | London Metal Exchange settlement price | £3,700 tonne |
| Aluminium | Ingots, Canadian producers' price | £316.5 tonne |
| Nickel | Refined, Canadian producers' price | £1,511 tonne |
| Raw wool | Merino 64's | 210p kilo (1) |
| Raw cotton | 1 1/16 in. | 57.1p kilo |
| Raw jute | White 'C' grade | £176 ton |
| Natural rubber | No. 1 RSS | 32.5p kilo |
| Beef | Eire hindquarters | 36.0p lb. |
| Lamb | New Zealand (including duty) | 23.9p lb. |
| Bacon | Danish A1 | £670 ton |
| Wheat | US Dark Northern Springs | £95.5 ton |
| Maize | No. 3 American Yellow | £67.8 ton (2) |
| Coffee | Ugandan Robustas Type 2 three months futures | £499 tonne |
| Cocoa | Accra/Lagos three months futures | £764 tonne |
| Tea | Average price at London tea sales | 58.6p kilo (1) |
| Palm oil | Malaysian nearest futures | £266 ton (3) |
| Soya beans | US No. 2 nearest futures | £129 tonne (3) |

(1) Week ending 26 July.
(2) 23 July.
(3) 22 July.

**Royal Commission on the Press**

*Mr. R. C. Mitchell (Itchen) asked the Prime Minister for information on additional members of the Royal Commission on the Press.*

Mr. Wilson said: 'I have recommended and The Queen has approved the following additional appointments to the Royal Commission on the Press:

Mr. George Bishop, CB, OBE.
The Honourable Roger Chorley.
Mr. Aubrey Silberston.'

**Aberdeen Airport**

*A Question was asked by Mr. Iain Sproat (Aberdeen, South) about changes in the responsibility for running Aberdeen Airport, as between the Civil Aviation Authority and the British Airports Authority.*

Mr. Clinton Davis replied that the Secretary of State for Trade and the Secretary of State for Scotland had been reviewing, in consultation with the British Airports Authority and Civil Aviation Authority, the future arrangements for the ownership and management of the Scottish airports. As a result, Aberdeen airport will be transferred to the BAA from the CAA and the BAA will establish a new organisation in Scotland to administer Prestwick, Edinburgh and Aberdeen Airports and any other Scottish airports which the new organisation may acquire in the future.

'The Government is making a grant to the BAA for the necessary development of Aberdeen Airport in view of its importance as an essential link in the exploration and development of North Sea oil,' said Mr. Clinton Davis.

**Flour subsidy**

*Mr. Edward Lyons (Bradford, West) asked if the Secretary of State for Prices and Consumer Protection was in a position to announce the details of the subsidy scheme for household flour.*

'I confirm that it is the Government's intention to introduce a subsidy on household flour, including chapatti flour, as soon as possible,' said Mrs. Williams. 'Unfortunately, it has not yet been possible to determine the rate of this subsidy or its operative date. Its object, like that of all the consumer subsidies the Government has introduced, is to stabilise food prices as far as possible, and it thus has to take account of the timing of price increases which would otherwise take place. The trade are now expected to notify their intentions to the Price Commission shortly, and the rate of subsidy will be decided within the next few weeks in the light of the Commission's determination.'

# Wednesday, 31 July

**Coal imports**

*Mr. T. H. H. Skeet (Bedford) asked what had been the level of coal imports in each of the past five years and the sources from which they have been derived.*

Mr. Deakins gave the following information:

| | Thousand tonnes |
|---|---|
| 1969 Total | 2 |
| 1970 Total | 79 |
| of which | |
| Netherlands | 65 |
| All other countries | 14 |
| 1971 Total | 4,230 |
| of which | |
| USA | 2,328 |
| Australia | 1,539 |
| West Germany | 131 |
| Netherlands | 96 |
| Poland | 86 |
| Irish Republic | 20 |
| Canada | 19 |
| Belgium | 12 |
| All other countries | 1 |
| 1972 Total | 4,996 |
| of which | |
| USA | 2,574 |
| Australia | 1,076 |
| Poland | 670 |
| Netherlands | 231 |
| West Germany | 227 |
| Irish Republic | 89 |
| South Africa | 50 |
| Belgium | 37 |
| France | 34 |
| All other countries | 9 |
| 1973 Total | 1,676 |
| of which | |
| USA | 974 |
| Australia | 299 |
| West Germany | 190 |
| Poland | 91 |
| Netherlands | 43 |
| Belgium | 33 |
| Irish Republic | 25 |
| South Africa | 6 |
| France | 3 |
| All other countries | 11 |

**EEC-Cyprus trade**

*Sir Douglas Dodds-Parker (Cheltenham) asked what agreement had been reached between EEC and Cyprus to improve trade.*

'The EEC has a preferential trading agreement with Cyprus which came into force on 1 June 1973,' answered Mr. Deakins. 'This agreement provides for duty reductions by the original member states and Cyprus on most industrial and some agricultural goods. There are special arrangements for the new member states. In our own case, trade between the UK and Cyprus will continue at pre-accession rates until mid-1977. There will be a review before that date of the arrangements to apply subsequently.'

**UK exports**

*Mr. Peter Blaker (Blackpool, South) asked for the latest figures for the share of UK exports by value, expressed as a percentage, to (a) EEC Member countries, (b) North America, (c) EFTA countries, and (d) USSR and Eastern Europe.*

'34, 14, 14 and 3 per cent respectively for the first half of 1974,' said Mr. Deakins.

*Mr. Blaker also inquired the percentage increase in British exports since 1 January 1973 to each (a) the EEC members, (b) EFTA members, (c) other Western European countries, (d) Sterling Area countries, (e) North America, (f) the USSR and Eastern European countries, and (g) Latin America.*

'51, 41, 34, 27, 26, 27 and 13 respectively, comparing the seasonally adjusted monthly averages in the period January 1973 to June 1974 with those in the year 1972,' answered Mr. Deakins.

**EEC growth rates**

*Mr. Blaker asked for a list of the growth rates in the member countries of the EEC over the past 10 years, and the percentage of industry and commerce in each of those countries in public ownership.*

Mr. Meacher answered: 'The relative importance of public ownership in an economy can usefully be seen in terms of (1) numbers employed, (2) output, (3) investment. The shares are expressed as a percentage of totals in all sectors (excluding agriculture) rather than industry and commerce because of differences in treatment of services in different countries. Growth rates refer to national product per head and include agriculture.'

**UK investment in EEC**

*Estimates were asked for by Mr. Blaker for investment by UK companies in EEC countries and for investment by companies from the other eight countries of the EEC in the UK.*

Mr. Deakins replied: 'The latest available estimate for direct investment by UK companies in the other eight countries of the EEC is £241 million in 1972 (excluding oil). The corresponding estimate for direct investment by companies of the other eight EEC countries in the UK is £39 million (excluding oil and insurance). Reasonably accurate estimates for 1973 will not be available until April 1975, but the information so far available suggests that investment by UK companies will probably be within the range of £330-410 million and investment by EEC companies within the range of £45-55 million.'

**Aerospace industry**

*Several Questions were asked by Mr. Phillip Whitehead (Derby, North) on the UK aerospace industry. Mr. Whitehead wanted information on*

*the value of the industry's exports for 1968 to 1973; the output in £ million measured by products and by sales to final buyers; the value of Government funds provided for the industry in research and development; and the total numbers employed in the industry.*

Mr. Clinton Davis gave the following information:

£ m

| | 1970/71 | 1971/72 | 1972/73 | 1973/74 |
|---|---|---|---|---|
| Civil aircraft | 43 | 36 | 28 | 21 |
| Military aircraft | 23 | 34 | 45 | 45 |
| Civil and military aero engines | 63 | 92 | 94 | 85 |

(i) *United Kingdom employment in the Aerospace Industry*

| | Thousands |
|---|---|
| June 1968 (a) | 249.2 |
| June 1969 (a) | 246.5 |
| (b) | 245.6 |
| June 1970 | 235.1 |
| June 1971 (c) | 219.2 |
| (d) | 217.8 |
| June 1972 | 207.5 |
| June 1973 | 201.7 |

(a) Classified on the basis of the 1958 Standard Industrial Classification.

(b) This and subsequent figures classified on the basis of the 1968 Standard Industrial Classification.

(c) From a count of national insurance cards for this and earlier years.

(d) This and subsequent figures compiled from census data.

(ii) *Net output per head and annual average employment – United Kingdom*

| | Net output per head | Average employment |
|---|---|---|
| | £ | Thousands |
| 1968 | 2,020 | 236.7 |
| 1970 | 2,012 | 222.1 |
| 1971 | 2,243 | 214.2 |
| 1972 (provisional) | 2,787 | 212.3 |

Information was not collected for 1969 and for 1973 is not yet available.

EXPORTS (FOB) OF AEROSPACE PRODUCTS

£ millions

| | 1968 | 1969 | 1970 | 1971 | 1972 | 1973 |
|---|---|---|---|---|---|---|
| Aero-engines | | | | | | |
| New | 89.3 | 55.2 | 34.5 | 43.3 | 69.5 | 8.7 |
| Parts | 46.0 | 55.4 | 54.9 | 56.9 | 70.6 | 105.4 |
| Aircraft, new complete (including balloons and airships) | 65.4 | 104.8 | 51.3 | 56.1 | 51.2 | 90.0 |
| Aircraft parts | 73.3 | 74.6 | 81.9 | 106.4 | 141.5 | 155.7 |
| Total exports and re-exports | 274.1 | 290.0 | 222.6 | 262.6 | 332.8 | 432.8 |
| Used aero-engines (not included above) | 24.7 | 25.6 | 24.8 | 40.6 | 51.4 | 55.1 |
| NET EXPORTS (FOB) OF AEROSPACE PRODUCTS (a) | | | | | | |
| Recorded exports of aircraft, engines and parts (including used aero-engines) | 298.8 | 315.6 | 247.4 | 303.2 | 384.2 | 489.9 (b) |
| Less goods imported for process and re-imported goods | 51.7 | 52.8 | 46.0 | 82.3 | 97.3 | 144.9 |
| Net exports | 247.1 | 262.8 | 201.4 | 220.9 | 286.9 | 354.0 |

(a) Export figures recorded in the Overseas Trade Statistics include re-exports. Because of the growth of collaborative projects in the aerospace industry and the considerable volume of aerospace products now re-imported for repair, modification or process, goods imported for process and re-imported goods need to be taken into account in arriving at export sales. This table, derived from data available on subscription to HM Customs and Excise Bill of Entry Section, makes the necessary adjustments.

(b) Including guided weapons and missiles.

ESTIMATED VALUE OF OUTPUT OF THE AEROSPACE INDUSTRY MEASURED BY SECTOR

(net of duplication within the industry)

(i) Calendar years

£ million (at current prices)

| | Aircraft (a) | Aero-engines (a) | Other equipment | Guided weapons and space (a) | Total |
|---|---|---|---|---|---|
| 1968 | 330 | 242 | 31 | 46 | 649 |
| 1969 | 332 | 261 | 31 | 60 | 685 |
| 1970 | 290 | 255 | 25 | 60 | 630 |
| 1971 p | 300 | 270 | 25 | 60 | 655 |

(a) Includes parts.

(ii) Financial years

£ million (at current prices)

| | Aircraft (a) | Aero-engines (a) | Other equipment | Guided weapons and space (a) | Total |
|---|---|---|---|---|---|
| 1967/68 | 281 | 227 | 24 | 54 | 586 |
| 1968/69 | 334 | 247 | 29 | 45 | 655 |
| 1969/70 | 327 | 262 | 31 | 63 | 683 |
| 1970/71 | 295 | 245 | 25 | 60 | 625 |
| 1971/72 p | 300 | 290 | 30 | 60 | 680 |

(a) Includes parts.

Analysis for the calendar years 1972 and 1973 and financial years 1972/73 and 1973/74 are not available, but will be published later.

ESTIMATED VALUE OF OUTPUT OF THE AEROSPACE INDUSTRY MEASURED BY SALES TO FINAL BUYERS

(Net of duplication within the industry)

£ million (at current prices)

| | Home | | | | Exports | | |
|---|---|---|---|---|---|---|---|
| | Military | | Civil | | | | |
| | R and D | Procurement | Assistance | Sales | Military | Civil | Total |
| 1968 | 79 | 202 | 70 | 99 | 90 | 109 | 649 |
| 1969 | 80 | 182 | 83 | 87 | 106 | 147 | 685 |
| 1970 | 85 | 170 | 80 | 80 | 90 | 130 | 635 |
| 1971 | 95 | 170 | 95 | 90 | 92 | 113 | 655 |
| 1972 | 110 | 180 | 75 | 95 | 109 | 156 | 725 |

Figures for 1973 are not available.

### Concorde

*Mr. George Younger (Ayr) asked about a request for assistance in making the Concorde aircraft available to fly a Scottish trade mission to Houston, Texas, and back.*

'I received such a request at the beginning of June,' said Mr. Meacher. 'I had to reject it because it would have meant detaching an aircraft for a significant period from the vital flight development programme, whose object is to enable Concorde to enter regular airline service as soon as possible.'

*Mr. Michael McNair-Wilson (Newbury) asked whether any of the 16 Concorde aircraft being built jointly with the French are to be modified to enable them to have a longer range.*

'The 16 aircraft already in production are being constructed to the existing production standard,' Mr. Meacher said.

### Western Jets Ltd.

*Mr. Whitehead inquired about communications from the Civil Airports Authority and the Association of British Travel Agents about the continued operations of Western Jets Ltd. after 31 March 1974.*

Mr. Clinton Davis answered: 'The Civil Aviation Authority have informed me that the Air Travel Organiser's Licence of the firm trading as Western Jet expired on 31 March and that a warning was given that further operations after that date would be unlawful pending the issue of a new licence. Some weeks ago the Authority received reports that Western Jet was continuing to do business as an air travel organiser. These are under investigation, with a view to the possible initiation of legal proceedings. I have received no communication from ABTA on this subject.'

*Mr. Whitehead then asked if an inquiry would be conducted into the handling of the withdrawal of operating licences by the CAA from Western Jets Ltd.*

'In the light of this and other cases the Civil Aviation Authority have already announced certain changes in their arrangements for publishing information about the licensing status of particular firms,' answered Mr. Clinton Davis. 'They have also informed me that they are likely to make proposals to my Rt. Hon. Friend for an amendment to the Civil Aviation (Air Travel Organisers' Licensing) Regulations 1972. The Authority will be glad to let the Hon. Member have any further information he may seek about the Western Jet case.'

**'C. S. Forrester'**

*Mr. Kevin McNamara (Kingston upon Hull, Central) asked if the Secretary of State for Trade would hold an inquiry into the circumstances from the arrest of the Hull trawler* C. S. Forrester *until the discharge of its catch in Hull.*

'I have ordered a preliminary inquiry under the Merchant Shipping Acts into this matter,' answered Mr. Clinton Davis.

**British Steel Corporation**

*Mr. David Mitchell (Basingstoke) asked what percentage return on assets employed in the publicly owned steel industry was represented by the profit announced recently; and what percentage return on assets employed, calculated at current replacement cost, was represented by this figure.*

Mr. Meacher answered: 'In its financial year ending 30 March 1974, the British Steel Corporation's rate of return on average net assets, calculated on a historic cost basis, was 6.8 per cent. A figure calculated at current replacement cost is not available. The effect of inflation on company accounts, including the accounts of nationalised industries, is currently being examined by the Committee under the chairmanship of Mr. Sandilands.'

*Mr. Kenneth Warren (Hastings) asked if the Secretary of State for Trade would examine the need to continue an import surcharge on imported steel products in view of the British Steel Corporation's ability to supply all requirements.*

'There are import duties on steel products some of which are at present suspended until 30 September,' answered Mr. Deakins. 'The British steel industry is being consulted on the question whether suspensions of duty should be continued beyond that date.'

*Mr. Skeet asked when the first plant utilising direct reduction techniques in steel production would be operational; and the anticipated capacity of the plant.*

Mr. Meacher replied: 'The British Steel Corporation intend to build a plant with a capacity of at least 400,000 tonnes per annum at Hunterston, and private sector steel companies are also considering an 800,000 tonnes per annum plant there. The BSC plant will take about three years to build and is now expected to come into operation during 1977.'

**ECSC aid to BSC**

*Mr. Blaker asked for a statement on ECSC financial aid to the British Steel Corporation for the re-training of steel workers in Lincolnshire.*

Mr. Meacher replied: 'The British Steel Corporation have already undertaken an extensive retraining programme at Scunthorpe and part of the £700,000 allocated by the Commission and referred to in my reply to the Hon. Member on 24 July will be used as a contribution towards training benefits and the costs of the retraining programme. The Iron and Steel Employees Readaptation Benefits Scheme provides for a training allowance of 100 per cent of previous earnings less the gross amount of any pay or other training allowance received from the employer, so the extent to which those who have undergone retraining will receive additional benefit will depend on individual circumstances.

'The Commission have also announced grants of £50,000 and £18,250 in respect of the closure of iron ore mines at Colsterworth and Harlaxton and Woolsthorpe and these funds will also be used for any retraining arising from these closures.'

*A list was asked for by Mr. Blaker showing all the assistance given or approved by the European Coal and Steel Community since 31 December 1972 by way of grant or loan in respect of projects in the UK, stating in each case the amount, the rate of interest if applicable, a brief description of the project and where possible its geographical location.*

Mr. Heffer answered: 'The following loan assistance has been approved by the Commission for projects in the steel industry:

**Scunthorpe:** coke oven expansion. A loan of £18 million.

**Scunthorpe:** installation of four strand rod mills. A loan of £7.8 million.

**Ravenscraig (Lanarkshire):** expansion of steelmaking capacity. A loan of £14.8 million.

**Templeborough (Sheffield):** installation of fume cleaning equipment. A loan of £1.25 million.

of this total of £41.85 million, the Commission have so far offered £18 million at an interest rate of 9¼ per cent, of which £5.5 million will qualify for interest rebate of 3 per cent for five years. Interest terms for the balance are still to be negotiated.

'No applications in respect of projects in industries other than the coal and steel industries for reconversion assistance have yet been approved by the Commission.

'Grant assistance has also been approved of £152,000 in respect of 1974/75 towards various research projects.

'Details of assistance offered to the National Coal Board are a matter for my Rt. Hon. Friend the Secretary of State for Energy and he will be writing to the Hon. Member.'

**Rolls-Royce Ltd.**

*Mr. Denis Skinner (Bolsover) asked the Secretary of State for an estimate of the cost of the Government's support for the RB 211-22 aero engine compared with previous estimates.*

Mr. Benn answered: 'The latest estimate of the costs to the Government since 4 February 1971 of the development of the RB211-22 aeroengine, together with the net cost of production and sale of 555 engines, is £142 million. The estimate in the White Paper "Rolls Royce and the RB211 aeroengine" on January 1972 was £170 million. I am sure that it will be a matter of satisfaction to the House that the present estimate is more favourable than was anticipated in 1972. Part of the reduction is due to savings in costs in real terms, but the two estimates are not fully comparable, and part is due also to changes in financing arrangements and to a more complete estimate of the value of the work in progress taken over from the Receiver. The latest estimate also takes account of a recent contract between the Government and Rolls Royce (1971) Ltd. under which the Government will contribute up to £20 million towards the cost of warranty liabilities on the first 555 engines. In addition the contract provides that Rolls Royce (1971) Ltd. will pay a levy to the Government of 7 per cent of the selling price of each RB211-22 engine sold after the first 555.'

*Mr. Skinner also asked for a statement about the capital structure of Rolls Royce (1971) Ltd.*

Mr. Benn said: 'The Government has agreed with RR(71) arrangements to increase the capitalisation of the company to a total figure of £112.3 million. Between 1971 and 1973 the Government advanced a net total of £85.3 million in respect of the costs of the settlement under which Rolls-Royce (1971) Ltd. purchased the aero-engine assets of Rolls-Royce Ltd. and as working capital for RR(71). The various sums so advanced by the Government are to be consolidated into £60 million of £1 ordinary shares and £25,263,650 of medium term government fixed interest loan. The remaining £27 million will be drawn when needed for the purposes of their business, and will be divided between equity and fixed interest loans in the same ratio as the initial £85.3 million.'

**Financial assistance to private companies**

*Mr. Neil Kinnock (Bedwellty) asked the Secretary of State for Industry, what new commitments his department had undertaken to provide financial assistance for private companies or workers' co-operatives since March 1974; and, in each case, what was the sum involved, what future assistance has been promised, which concerns were involved and what methods of payment have been or are to be adopted.*

Mr. Heffer answered: 'The following offers of assistance to private companies have been made since March 1974 under Section 7 and 8 of the Industry Act:

| | £ million |
|---|---|
| Section 7 | 20.6 |
| Section 8 | 6.9 |

In addition the following offers have been made to Workers' Co-operatives:

| | £ million |
|---|---|
| Meriden | 4.95 |
| Scottish News Enterprises | 1.75 |

*Mr. Anthony Grant (Harrow, Central) asked for: 'details of those cases in which the Government gave aid under the Industry Act contrary to the advice of the Industrial Advisory Board and the Regional Advisory Boards explaining the reasons of the Government for so doing.'*

Mr. Heffer answered: 'The Meriden Co-operative and the Workers Action Committee proposal for a Scottish daily newspaper are the only cases put for advice to the Industrial Development Advisory Board where the Government has concluded that wider national considerations outweigh the Board's view that the schemes are unviable. The latter is also considered unviable by the Scottish Industrial Development Board, which is the only instance where a Regional Board's advice has not been accepted. Offers of assistance have been made to both.'

**Flour subsidy**

*Mr. John Brewis (Galloway) asked the Secretary of State for Prices and Consumer Protection, what consultations she had had with the EEC Commission regarding the subsidy on flour.*

Mr. Maclennan answered: 'My Rt. Hon. Friend, the Minister of Agriculture, Fisheries and Food, who has the primary responsibility for negotiations with the EEC on the subsidy programme, informed the Commission on

11 June 1974 that the United Kingdom Government intended to introduce a subsidy on pre-packaged household flour. The Commission will be informed of the detailed arrangements as soon as these have been formulated.'

**Milk, cheese and bread subsidies**

*Mr. Paul Channon (Southend, West) asked what representations had been received about the shortage of cheese as a consequence of the milk and cheese subsidies.*

Mr. Maclennan answered: 'My Rt. Hon. Friend has discussed with representatives of the dairy industry the likely effect of the existing subsidies on demand for milk and milk products. I am satisfied that there is no overall shortage of cheese; there has been a reduction in imports of Cheddar, but there are plentiful supplies of other types of cheese. My Rt. Hon. Friend will continue to keep the situation under review in consultation with my Rt. Hon. Friend the Minister of Agriculture, Fisheries and Food.'

*Mr. P. Channon also asked what representations had been received from bakeries as to the effect of the bread subsidy; and what action was proposed to avert the risk of bakeries closing down.*

Mr. Maclennan replied: 'I have received a number of representations from master bakers suggesting that the present rate of subsidy is insufficient to cover their cost increases, but the industry generally has accepted that the subsidy is in line with the returns that would otherwise have been obtained from sales of the subsidised loaves following notifications to the Price Commission. The Federation of Bakers have made separate representations about the effects of certain aspects of the Price Code, to which I am giving urgent consideration.'

*Mr. John Biffen (Oswestry) asked how many bakeries had announced their intended closure since the enactment of bread subsidies.*

'There is no requirement that intended closures of bakeries should be notified to the Government,' said Mr. Maclennan, 'but my attention has been drawn to recent decisions by three of the plant bakers to close down particular bread baking plants. I do not accept that these decisions are in any way related to the introduction of the subsidy.'

**Tea subsidy**

*Mr. Peter Hardy (Rother Valley) asked if the Secretary of State for Prices and Consumer Protection would introduce a consumer subsidy on tea.*

Mrs. Williams replied: 'I have today laid before Parliament an Order made under Section 1(2)(b) of the Prices Act 1974 which will enable me to make subsidy payments on tea. The Order, which is subject to the Affirmative Resolution procedure, will come into operation on 1 September, and it is my intention to introduce a subsidy shortly after that date at a rate equivalent to 2p per ¼lb packet at the retail level. The more expensive speciality teas will not be eligible for the subsidy.

'I understand from the tea trade that, subject to the Price Commission's consideration of the necessary notifications, certain price increases will be implemented within the next few weeks. It is expected that the subsidy will be sufficient to offset those increases and in addition to reduce prices below their present levels.

'I shall be making a Tea Prices Order in due course under Section 2 of the Prices Act fixing maximum retail prices for certain teas and stabilising distributors' cash margins on the subsidised teas at levels which reflect the effect of the subsidy.

'The cost of this subsidy in 1974/75 is estimated at about £15 million. Estimates will be laid before the House in due course and in the meantime it will be necessary to have recourse to the Contingencies Fund.'

**Cost of food subsidies**

*Mr. Emlyn Hooson (Montgomeryshire) asked for the estimated total cost for a full year of the subsidies on foods agreed so far, and how it is proposed to finance them.*

Mr. Maclennan answered: 'The estimated cost in a full year of the subsidies on milk, butter, bread, cheese and tea is £432 million. The cost of the subsidy programme will be borne on the Vote of my Department.'

**National Consumers Agency**

*Mr. Ray Carter (Birmingham, Northfield) asked the Secretary of State for Prices and Consumer Protection, what further plans she has for protecting the interests of consumers.*

Mrs. Williams answered: 'The Labour Party Manifesto said we would set up a new body to redress the balance between the consumer and the manufacturer and seller. The Government has decided to set up a National Consumers' Agency to speak for the consumer, and I hope to announce details of the Governments' proposals shortly.'

**Standards**

*Mr. Normanton asked if the Secretary of State for Prices and Consumer Protection, was satisfied with the effectiveness of the United Kingdom's role in drawing up European Standards.*

Mr. Williams said: 'I am satisfied that the British Standards Institution, through which the UK is represented on the Committees of CEN and CENELEC the regional Bodies that prepare voluntary European standards, provides an effective machinery for UK interests to participate fully in the work, which is regarded by BSI as its first priority.'

**Threshold payments**

*Mr. Biffen (Oswestry) asked what estimate had been made of the ability of food manufacturing and retailing business to absorb half the cost increase of threshold payments; and what impact this would have on levels of profitability.*

Mr. Maclennan replied: 'The productivity deduction under paragraph 32 of the Price Code is relevant only to manufacturing and service industries – not to retailers. I have received representations from food manufacturing industries to the effect that this aspect of the Code is having an unacceptable effect on levels of profitability, and I am considering these representations in the course of the current review of the Code.'

**Price-making orders**

*Miss Betty Boothroyd (West Bromwich, West) asked when price-masking orders would be made.*

'Very shortly', answered Mr. Williams. 'Following preliminary discussions, draft proposals were circulated shortly after the Prices Act received the Royal Assent on 9 July, for comment by 29 July: comments are now being considered. Initially unit pricing will apply from mid-September to

a meat: offal and prepacked butchers' meat;

b fish when not prepacked: herring, mackerel and sprats and fillets of cod, haddock, plaice and coley;

c vegetables when not prepacked: potatoes, beans, brussels sprouts, brussels tops, curly kale, peas, spinach, spring greens, sprouting broccoli and turnip tops.

'It is also proposed that the selling price of prepacked potatoes should be required to be shown.

'I am pressing ahead with the preparation of Orders for other goods.'

**Sugar shortage**

*Questions were asked by Mrs. Sally Openheim (Gloucester), Mr. Bruce George (Walsall, South), and Mr. Peter Rost (South-East Derbyshire) on the practice of some retailers who are only selling sugar to those customers who make other additional substantial purchases.*

Mrs. Williams answered: 'I have received many enquiries, both from consumers and from retailers, seeking guidance about the practice of shopkeepers in requiring customers to purchase goods to a minimum value as a condition of supplying them with sugar. The practice of making sugar sales conditional on the purchase of a minimum amount of other goods is not illegal. I understand and share the desire of retailers to discourage hoarding and panic buying of sugar. However, where regular customers can be identified I would urge retailers not to impose this condition on them unless they are clearly buying above their normal purchases; and in particular it is important not to impose unnecessary costs on old age pensioners who would suffer hardship as a result. Any shop imposing such a requirement should warn customers before they enter the shop, and should indicate that the sale will not apply to the categories mentioned above.'

**Productivity**

*Mr. David Knox (Beck) wanted to know how much productivity rose in the manufacturing industry in each of the past ten years.*

Mr. Meacher said that the percentage increase in output per head in manufacturing industry in each of the past ten years was as follows:

| | | | |
|---|---|---|---|
| 1964 | 7.7 | 1969 | 2.5 |
| 1965 | 1.8 | 1970 | 1.0 |
| 1966 | 1.8 | 1971 | 3.0 |
| 1967 | 3.6 | 1972 | 5.8 |
| 1968 | 7.5 | 1973 | 7.4 |

# Government Sales

## Department of the Environment

**21 August 1974 Surplus Government furniture**

**Location: Department of the Environment Supplies Division Store, Bay 5, Ashton Vale Road, Bristol, BS3 2HJ**

**Auctioneers: Stanley Alders and Price, 7 St. Stephens Street, Bristol**

Sale will commence at 10 a.m. and viewing will be allowed from 9 a.m. to 4.30 p.m. on 20 August.

Catalogues are available from the auctioneers.

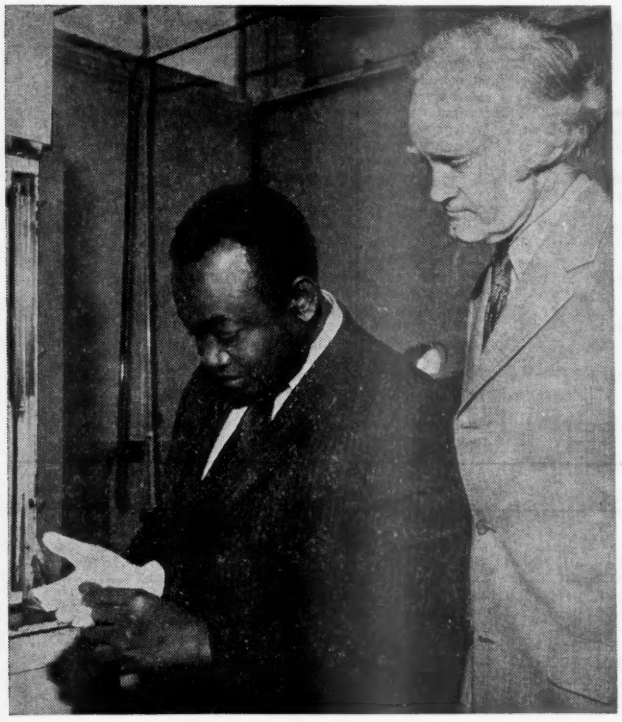
## Ministry of Defence

**13 August 1974 Miscellaneous Stores**

**Location: Central Ordnance Depot, Bicester, Oxon.**

**Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. OX6 7AL (Tel: 08692 2073)**

Clothing and textiles, comprising 75,000 battledress blouses, 15,000 battledress trousers, greatcoats, pullovers, bush jackets, khaki drill trousers and shorts, boots, blankets, carpets, rags. Furniture including chairs, tables, writing bureaux, wardrobes, sideboards, dressing chests and bedsteads. Saloon cars, estate cars, minibuses, double decker bus, vans, Land Rover, Coles 10 ton crane, Neal 4 ton crane, Tasker 16 wheel trailer, fork lift trucks, industrial tractors, centre lathes, capstan lathe, milling machine, etc. A large quantity of canvas tentage, 2,300 bivouac tents, sleeping bags, 8,000 groundsheets, canvas valises and 24,500 haversacks. Also a large quantity of tyres, Ford petrol engines, MT spares, ground power supply units, air compressors, chain blocks and tackle, jacks, hand tools, electrical equipment, wristwatches, kitchen equipment and many other items of miscellaneous stores.



Arthur Johnson, deputy governor of the Bank of Sierra Leone, examines a gold blank before becoming the first person other than a member of the British royal family or a bank employee to strike coins at the Royal Mint at Llantrisant, South Wales. The two special coins, struck to commemorate the tenth anniversary of the founding of the Bank of Sierra Leone, will be presented to the President of Sierra Leone, Dr. Siaka Stevens. They are replicas of the One Leone coin which bears the head of the President and the legend 'Unity, Freedom, Justice' on one side and the crest of the Bank of Sierra Leone on the other. On the right is Mr. R. Yates, director of production at the Royal Mint.

## The metric change

*Going Metric* is the quarterly bulletin of the Metrication Board. As the metric change is taking place around us *Going Metric* provides information of what is happening in Government, in industry, in education. *Going Metric* is free from the Information Office, J Metrication Board, 22 Kingsway, London WC2B 6LE.

**17 August 1974 Miscellaneous Stores**

**Location: MOD Store Depot, Aston Down, Stroud, Glos.**

**Auctioneers: Hobbs & Chambers (Dept. L), Market Place, Cirencester, Glos. (Tel: 0285-2562)**

The lots on offer include a Herbert 2D capstan lathe, Ward No. 7 turrett lathe, Barlow-Whitney impregnating plant, BOC profile cutting machine, hydraulic press, Quasi-Arc welding plant, Pratt-Witney 16 in. lathe, TMA engraving machine, electric welding set, Rowland grinding machine, Besco guillotine, reamers and drills, cutters, ball bearings, calipers, micrometers, surface tables, Boley watchmakers lathe. MT tyres and MT spares, Felco hoists, loading winch 1 ton capacity, aircraft spares, cable, platform scales. Ford Cortina estate car 1600 cc., Ford 8 cwt. van. Voltage regulators, oscilloscopes, video mapping unit, telemetry receiving equipment, signal generator, avometers, test sets, universal bridge, crystal drive units, recorders, power units, rectifiers, transformers, capacitors and resistors, cameras, etc. Sideboards, chairs, dining tables, steel filing cabinets, plan chest, drawing boards, wood and metal lockers, bedsteads, carpets, settees, denim trousers and greatcoats.

**Catalogues for the above sales, which give details of the lots, conditions of sale, viewing times, etc., are available from the relevant auctioneers from two weeks before and up to the day of the sale, price 10p (postal orders only).**

# European Community

## Temporary suspension of the Common Customs Tariff of the Community

The Department of Trade has been notified by the EEC Commission that a review is to take place shortly of those existing suspensions of the Common Customs Tariff (CCT) of the Community which are due to terminate on 31 December 1974. These suspensions are set out in List 'A' below and are already in operation in the United Kingdom Tariff.

Unless objections are raised by all or any of the Member States of the Community, it is the intention that these suspensions should be maintained for a further six months ending 30 June 1975. The Department is not proposing to raise any objection to this taking place unless in the meantime representations are received from United Kingdom producers who consider that they are now able to supply the whole or the greater part of the needs of the Community of Nine and that their interests as exporters to the original Community of Six, might be affected adversely by the loss of Community preference which a suspension of the CCT entails.

The Department has been further notified by the EEC Commission of proposals for new suspensions of the CCT for six months initially, beginning 1 January 1975 in respect of the goods set out in List 'B'.

The Department will wish to take account of United Kingdom interests in making its views known to the Community of Nine before decisions are taken as to whether these proposed suspensions should be granted.

Again, United Kingdom producers are entitled to object to the granting of any of these proposed suspensions where they consider that they are able to supply the whole or the greater part of the needs of the Community of Nine and that their interests might be affected adversely by the loss or reduction of Community preference on exports to the original Community of Six or by reduced tariff protection in the United Kingdom which a suspension of the CCT would entail.

As a member of the Community the United Kingdom will normally adopt fully any new CCT suspensions which are agreed by the Council of Ministers except where United Kingdom producers object on the ground that they can meet the greater part of the United Kingdom demand but not that of the Community of Nine. In the latter event the United Kingdom transitional tariff will be aligned progressively in accordance with the transitional timetable set out in Article 39 of the Treaty of Accession towards the suspended level of the CCT instead of being reduced immediately to the suspended CCT rate.

United Kingdom producers who wish to object either to:

a the continuation of any of the suspensions of the CCT set out in List 'A';

b the granting of a proposed suspension of the CCT set out in List 'B'; or

c the immediate adoption by the United Kingdom of any of the CCT suspensions, whether to be continued or proposed, should provide as much as possible of the following information:

i estimated Community (Nine countries, including the United Kingdom) demand in 1975;

ii estimated United Kingdom demand in 1975;

iii United Kingdom production expected to be available in 1975 for:

a the United Kingdom market;

b the rest of the Community;

c exports to other countries.

This information should be given in writing to the Department of Trade, Tariff Division, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, not later than 27 August 1974. Tel. 01-222 7877, ext. 5515 (chemicals) and 3576 (other goods).

LIST 'A'

| Tariff heading | Description | CCT suspended rate of duty |
|---|---|---|
| ex 08.02 AII | Bitter or Seville oranges, fresh or dried | 8% |
| 08.02 D | Grapefruit | 4% |
| 08.12 A | Dried apricots | 6% |
| ex 29.01 DII | Styrene | Free |
| ex 29.15 AIVa) | Sebacic acid | Free |
| ex 29.35 Q | 2-Picoline | Free |
| | 1, 6-Hexanolactam | Free |
| ex 29.38 BII | D- and DL-Calcium pantothenate | 2.3% |
| ex 39.01 CVII | Polyimide foils | Free |
| | Polyphenylene sulphide | Free |
| ex 39.02 CX | Copolymer of vinyl chloride and vinyl acetate, with vinyl chloride content of not less than 89% and not more than 93% by weight | Free |
| ex 39.02 CXIVa) | Copolymer of vinylidene chloride and hexafluorpropylene in one of the forms mentioned in Note 3(a) and (b) to Chapter 39 | 9% |
| ex 56.01 A | Synthetic textile fibres of aromatic polyamides obtained by polycondensation of metaphenylenediamine and isophthalic acid | Free |
| ex 59.03 | Oil absorbing bonded fibre fabrics made from aliphatic polyolefin fibres with a minimum buoyancy of 99% | Free |
| ex 88.02 BIIc) | Mechanically propelled aircraft of an unladen weight exceeding 15,000 kg. | Free |

LIST 'B'

| Tariff heading | Description | Proposed CCT suspended rate of duty |
|---|---|---|
| ex 03.01 C | Roes, other than trout roe | Free |
| ex 03.02 C | Lump fish roe, salted | Free |
| 29.02 AIII | Vinyl bromide | Free |
| 29.03 BII | Nitromethane | Free |
| ex 29.04 CId) | 1.3 butylene glyclo (1.3 butane diol) | 8% |
| 29.14 AIIa | Acetic acid | 8.4% |
| 29.14 AIII | Acetic anhydride | 8% |
| 29.15 CIII | Tetrachlorophthalic anhydride | Free |
| 29.16 D | γ-1, 2-(3-phenoxyphenyl-) propionic acid and its salts | Free |
| 29.22 BII | Ethylenediamine | Free |
| 29.26 AI | o-Benzoicsulphimide (Saccharin) | Free |
| 29.35 D | 2-Chloropyridine (purified) | Free |
| 29.35 Q | ε-caprolactone | Free |
| | 1-(p-chlorobenzoyl)-5-methoxy-2-methylindol-3-acetic acid | Free |
| | 2, 4-Dichloro-5-methylisoxazolidine-4-carbonyl chloride | Free |
| 32.01 A | Tanning extracts of wattle (Mimosa) | Free |
| 32.05 B | Polycarbonate with 25% carbon black | Free |
| 39.01 CIII | Polycaprolactone | Free |
| 90.20 | Intensifying screens for use in radiography | Free |

# EEC budget: refund due to the UK

In a Written Parliamentary Reply on 31 July to Mr. Edward Lyons (Bradford East), who asked the Chancellor of the Exchequer for the latest estimate of the net contribution by the United Kingdom to the budget of the European Communities in 1974 under the present budgetary arrangements, and how this compares with the net contribution in 1973; the Chief Secretary to the Treasury, Mr. Joel Barnett, said:

'In 1973 the UK's gross contribution to the Communities Budget was £180 million, receipts were £77 million, making a net contribution of £103 million. The latest estimate of the UK's gross contribution in 1974 is some £200 million at 1974 prices. There are difficulties in forecasting receipts as their timing is often uncertain, but the latest estimate is put at some £145 million, giving a net contribution of some £55 million at 1974 prices. The forecast of gross contributions for 1974 takes account of a substantial refund to be made this year under Article 32 of the Financial Regulations of 25 April 1973 in respect of the total UK contributions attributed to the 1973 Community Budget. This will bring the UK share of the Budget in 1973 into line with that laid down in the Treaty of Accession (8.78 per cent). (Article 32 of the Financial Regulation provides for a procedure whereby Member States are refunded at the close of the accounts for each financial year the difference between the amounts actually paid by Member States attributable to the financial year and the amounts to be paid in accordance with the accounts for revenue and expenditure for the year. For the 1973 Budget, this procedure will take place in August.)'

# Trade with EEC

Peter Shore, Secretary of State for Trade, gave the following written answer on 30 July to a Parliamentary Question from Mr. Robert Ellis (Wrexham) concerning the UK trade deficit with the EEC.

'My earlier statement to the House on 15 July 1974, namely that the EEC accounts for one-third of our trade but over the last eighteen months has accounted for over half our trade deficit, was incorrect. I inadvertently referred to our total trade deficit when I meant to refer to our trade in non-oil goods. If trade in oil is excluded my earlier statement, based upon statistics up to May of this year, is correct. In any comparison of our trade with the EEC and the world as a whole, it seems to me to be sensible to exclude trade in oil, the value of which has been greatly increased this year, in order to arrive at a reasonable comparison of trading performance.'

# EEC/Tunisia Agreement: enlargement protocol

The Enlargement Protocol to the EEC/Tunisia Association Agreement came into force on 1 August 1974. The tariff provisions will be implemented in the UK on 1 September 1974. (The provisions of the Agreement were described on page 547 of *Trade and Industry*, 13 September 1973, when it was expected that the Protocol would enter into force on 1 October 1973.)

The UK will phase in the tariff provisions of the Agreement (generally duty-free entry on industrial goods and reduced duties on certain agricultural products) as far and as fast as can be done without treating Tunisia more favourably than the UK treats the Six, ie there will be a 40 per cent reduction of the UK full rate on 1 September in favour of Tunisian goods and the Agreement provides for a further 20 per cent reduction on 1 January 1975. Imports from Tunisia will therefore receive the same tariff treatment as imports from Morocco. Tunisia will begin to eliminate the difference between the duties charged on imports from the Six and duties charged on imports from the new Member States by a move of 40 per cent on entry into force with a further 20 per cent on 1 January.

These preferential arrangements replace the standstill preference arrangements which were described on page 660 of *Trade and Industry*, of 20 December 1973. The procedures to be followed to obtain the benefit of the preferential rates under the EEC/Tunisia Agreement are described in Customs Notice No. 817 and as from 1 September the standstill preference procedure described in Notice No. 817B will cease to apply. Copies of Notice No. 817 are available at all Custom Houses, Offices of Collectors of Customs and Excise in the United Kingdom, and from HM Customs and Excise, Room 357, King's Beam House, Mark Lane, London EC3R 7HE.

Traders should note that there is provision for the retrospective issue of movement certificates for goods which satisfy the origin and consignment conditions and which, having been exported from Tunisia prior to the operative date of the Agreement in the UK, are either en route to or in a bonded warehouse or have otherwise not been entered for home consumption in the United Kingdom on that date, ie 1 September 1974. Goods in this category are eligible for preferential treatment if the movement certificates are presented to the United Kingdom Customs, together with any necessary consignment evidence before 1 January 1975. The procedure for the retrospective issue of movement certificates for United Kingdom exports to Tunisia is described in Notice 817. Movement certificates will be endorsed by Customs from 1 August 1974.

Inquiries arising from this article should be addressed to:

DEPARTMENT OF TRADE

1 Tariff Division,
Kingsgate House,
66-74 Victoria Street,
London SW1E 6SJ
Tel. 01-222 7877, ext 5544 (imports into UK from Tunisia)
ext 5713 (origin rules)

2 Overseas Tariffs and Regulations Section,
Export Data Branch,
Export House,
50 Ludgate Hill,
London EC4M 7HU
Tel. 01-248 5757, ext 420/475/7100 (import duties, taxes, etc, on exports to Tunisia). ext. 408/482/7174 (import duties, taxes, etc. on imports from Tunisia into EEC other than UK).

3 Commercial Relations and Exports, Division 1,
1 Victoria Street,
London SW1H 0ET
Tel. 01-2227 877, ext. 3475 (general inquiries)

HM CUSTOMS AND EXCISE
International Division E,
Branch 4, Room 117,
Adelaide House,
London Bridge,
London EC4R 9DB
Tel. 01-626 1515, ext. 2165 (Customs documentation and procedure)

# EEC Information Unit's new telephone system means speedier inquiry service

**The EEC Information Unit helps firms of all types and sizes by answering general questions about the effects of membership of the EEC and by guiding them where necessary to more specialised information sources. A new telephone system has been introduced giving immediate access to several extensions. This should eliminate delays caused by extensions being engaged and provide a better service for callers at any time from 9.00 a.m. to 5.30 p.m. every weekday.**

**New customers are always welcome, particularly firms new to EEC questions. The Unit's address is: EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET. The new telephone number is: 01-222 7877, ext. 4301 (six lines).**

# European Community continued

## Import duty relief on exports

A new export relief publication is available from Customs and Excise.

Notice No. 221A (Section 7 Relief: Changes in Procedure) introduces two major modifications to the duty relief procedures described in Notices Nos. 221 and 223.

It had been the intention that, after 31 December 1974, process inwards relief would be granted only by duty-remission, relief by duty repayment then being withdrawn since it did not accord with EEC rules. It has now, however, been possible to devise a new form of relief within EEC procedures, to be known as relief by reimbursement, which will allow most of the benefits of the present repayment arrangements. Remission arrangements, as described in Customs Notice No. 221, will continue: they have the prime advantage that duty is remitted at import and the cost of financing the duty is avoided. Reimbursement arrangements are more likely to appeal to those with a more variable export trade: they allow a decision on whether goods will be exported to be deferred beyond the import stage and permit them to be used for export orders obtained subsequently.

A registration scheme is provided to enable importers and others to supply relief goods to authorised exporters. It enables control of the goods to be effected throughout the channel of supply to the exporter, who can acquire them under remission or reimbursement conditions, according to the terms of the supplier's registration. The exporter of relief goods will continue to be authorised under the existing arrangements. Concurrent authorisation and registration is not contemplated.

A number of other procedural changes is introduced in Notice No. 221A. The new Notice supplements, and should be read in conjunction with, Notice No. 221 (Process Inwards Relief) and No. 223 (Export Relief on goods exported in the same state as at import).

Copies of these Notices may be obtained from the local office of Customs and Excise to which all inquiries should be made, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London EC3R 7HE.

# New EC Legislation

**The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 4174/482/408). Other information may be obtained from the reference point given at the end of the item.**

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

**COMMON AGRICULTURAL POLICY:** The texts of the following Regulations, Decisions and Directives which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

**General.** Regulation (EEC) 1847/74 on certain measures to be taken in agriculture in respect of Italy, following the fixing of a new representative rate for the Italian lira. (*Official Journal* L195, 18 July 1974)

Decision 74/381/EEC authorising Italy to suspend application of Article 4a of Regulation (EEC) 974/71 as regards the deduction of monetary compensatory amounts from charges on imports from third countries. (*Official Journal* L199, 22 July 1974)

Regulation (EEC) 1895/74 defininig additional measures to be taken in agriculture following the fixing, with effect from 22 July 1974, of a new representative rate for the Italian lira. (*Official Journal* L200, 22 July 1974)

Directive 74/387/EEC amending Directives 64/4323/EEC, 64/433/EEC, 71/118/EEC, 72/461/EEC, and 72/462/EEC on the validity of the procedures of the Standing Veterinary Committee. (*Official Journal*, L202, 24 July 1974)

Decision 74/388/EEC amending Decision 73/88/EEC on the validity of the Standing Veterinary Committee. (*Official Journal* L202, 24 July 1974)

*Corrigendum.* The *Official Journal of the European Communities* L197, 19 July 1974, contains the text of a correction to Regulation (EEC) 270/73 on the exchange rate to be applied in agriculture for the currencies of the new Member States (published in the *Official Journal* L30, 1 February 1973) as follows:
Page 77, Article 1 (1):

instead of:' . . . of prices and other amounts fixed by the Council shall . . .'

read: ' . . . of prices and other amounts fixed by the Commission shall . . .'

**Cattle, beef and veal.** Regulation (EEC) 1851/74 amending Article 3 of Regulation (EEC) 1295/74 as regards the quantities of beef and veal to be used in producing preserved meat for intervention storage. (*Official Journal* L195, 18 July 1974)

Regulation (EEC) 1853/74 prohibiting the use of inward processing arrangements in respect of beef and veal products. (*Official Journal* L195 18 July 1974)

Regulation (EEC) No. 1855/74 supplementing Regulation (EEC) 805/68 as regards measures to be taken in the case of a substantial fall in prices for beef and veal. (*Official Journal* L195, 18 July 1974)

Regulation (EEC) 1967/74 introducing a system of premiums for the orderly marketing of certain adult bovine animals for slaughter. (*Official Journal* L206, 27 July 1974)

*Corrigendum.* The *Official Journal of the European Commmunities* L197, 19 July 1974, contains the text of a correction to Regulation (EEC) 1295/74 on the processing of beef bought-in by intervention agencies (published in *Official Journal* L140, 23 May 1974) as follows:
Page 47, Article 1, second paragraph:

instead of: 'fillet and roast beef'

read: 'tenderloin and striploin'

Regulation (EEC) 1846/74 temporarily suspending the issue of

import licences and advance-fixing certificates for beef and veal. (*Official Journal* L194, 17 July 1974)

**Pigmeat.** Regulation (EEC) 1854/74 prohibiting the use of inward processing arrangements in respect of pigmeat products. (*Official Journal* L195, 18 July 1974)

Regulation (EEC) 1861/74 amending Regulation 121/67/EEC as regards certain conditions for granting aid for private storage of pigmeat. (*Official Journal* L197, 19 July 1974)

**Wine.** Regulation (EEC) 1877/74 on the distillation of the by-products of wine making. (*Official Journal* L198, 20 July 1974)

Regulation (EEC) 1876/74 concerning the addition of alcohol to products in the wine sector. (*Official Journal* L198, 20 July 1974)

Regulation (EEC) 1878/74 laying down for the 1974/75 wine-growing year, the price to be paid for alcohol delivered to intervention agencies under the obligation to distil the by-products of wine making, and the maximum amount of the contribution towards this price by the Guarantee Section of the European Agricultural Guidance and Guarantee Fund. (*Official Journal* L198, 20 July 1974)

Regulation (EEC) 1913/74 laying down general rules governing the distillation of table wines of type A II during the period from 15 August 1974 to 31 October 1974 (*Official Journal* L202, 24 July 1974)

*Corrigendum.* The *Official Journal of the European Communities* L195, 18 July 1974, contains the text of a correction to Regulation (EEC) 1136/74 fixing the guide prices for wine for the period from 16 December 1974 to 15 December 1975 (published in (*Official Journal* L128, 10 May 1974), as follows:

Page 42, Sole Article:

instead of: 'For the period from 16 December 1973 to 15 December 1974 the guide prices shall be:'

read: 'For the period from 16 December 1974 to 15 December 1975 the guide prices shall be.'

**Seeds.** Decision 74/358/EEC exempting Ireland from applying to certain species Directive 70/458/EEC on the marketing of vegetable seed. (*Official Journal* L196, 19 July 1974)

Decision 74/359/EEC authorising the United Kingdom to permit, for a period which expires on 30 June 1975, the marketing of certain species of vegetable seed, havested before 1 July 1973 and not fully satisfying the prescribed conditions for germination (*Official Journal* L196, 19 July 1974)

Decision 74/361/EEC exempting the United Kingdom from applying to certain species Directive 66/402/EEC on the marketing of cereal seed. (*Official Journal* L196, 19 July 1974)

Decision 74/362/EEC exempting the United Kingdom from applying to certain species Directive 66/401/EEC on the marketing of fodder plant seed. (*Official Journal* L196, 19 July 1974)

Dcision 74/363/EEC exempting the United Kingdom from applying to certain species Directive 70/458/EEC on the marketing of vegetable seed. (*Official Journal* L196, 19 July 1974)

Decision 74/364/EEC provisionally authorising France to prohibit the marketing, in France, of dwarf french bean seed of the variety 'Koeralle'. (*Official Journal* L196, 19 July 1974)

Decision 74/365/EEC provisionally authorising France to prohibit the marketing, in France, of dwarf french bean seed of the variety 'Midas'. (*Official Journal* L196, 19 July 1974)

Decision 74/366/EEC provisionally authorising France to prohibit the marketing, in France, of dwarf french bean seed of the variety 'Sim'. (*Official Journal* L196, 19 July 1974)

Decision 74/367/EEC provisionally authorising France to prohibit the marketing, in France, of dwarf french bean seed of the variety 'Dustor'. (*Official Journal* L196, 19 July 1974)

**Oils, fats and oilseeds.** Decision 74/360/EEC exempting the United Kingdom from applying to certain species Directive 69/208/EEC on the marketing of seed of oil and fibre plants. (*Official Journal* L196, 19 July 1974)

Regulation (EEC) 1896/74 amending Regulation (EEC) 3209/73 on the subsidy for olive oil. (*Official Journal* L201, 23 July 1974)

Regulation (EEC) 1897/74 fixing the monthly increases in the market target price and the threshold price for olive oil for the 1974/75 marketing year. (*Official Journal* L201, 23 July 1974)

Regulation (EEC) 1898/74 fixing the threshold price for olive oil for the 1974/75 marketing year. (*Official Journal* L201, 23 July 1974)

Regulation (EEC) 1899/74 on the standard amount for unrefined olive oil produced entirely in Greece and transported direct from that country into the Community. (*Official Journal* L201, 23 July 1974)

**Milk and milk products.** Regulation (EEC) 1975/74 laying down detailed rules for the granting of private storage aid for long-keeping cheeses. (*Official Journal* L206, 27 July 1974)

*Corrigendum.* The *Official Journal of the European Communities* L197, 19 July 1974, contains the text of a correction to Regulation (EEC) 658/74 amending Regulations (EEC) 1108/68 and 685/69 as regards the level of certain rates applicable to butter and skimmed-milk powder bought-in by intervention agencies (published in *Official Journal* L80, 26 March 1974), as follows:

Page 3, Article 2 (1) (c):

instead of: '(c) an amount per day of storage calculated on the basis of the buying-in price for butter applied by the intervention agency in the relevant Member State on the day on which the contract is made, plus interest at 11 per cent per annum.'

read: '(c) an amount per day of storage calculated on the basis of the buying-in price of butter applied by the intervention agency in the Member State concerned on the day on which the contract is made, and of an interest rate of 11 per cent per annum.'

**Cereals.** Regulation (EEC) 1885/74 fixing the denaturing premium for common wheat for the 1974/75 marketing year. (*Official Journal* L198, 20 July 1974)

Regulation (EEC) 1886/74 amending Regulation (EEC) 1403/69 laying down detailed rules for the application of the provisions concerning denaturing of common wheat and rye of bread-making quality as regards the colouring materials to be used. (*Official Journal* L198, 20 July 1974)

Regulation (EEC) 1934/74 on the export refunds on malt exported at the beginning of the 1974/75 marketing year. (*Official Journal* L203, 25 July 1974)

*Corrigendum.* The *Official Journal of the European Communities* L198, 20 July 1974, contains the text of a correction to Regulation (EEC) 1595/74 establishing certain marketing centres for cereals and the derived intervention prices applicable therein for the 1974/75 season (published in the *Official Journal* L170, 27 June 1974)

**Animal feedingstuffs.** Eighth Directive No. 74/378/EEC amending the Annexes of Directive 70/524/EEC concerning additives in feedingstuffs. (*Official Journal* L199, 22 July 1974)

**Soya beans.** Regulation (EEC) 1900/74 laying down special measures for soya beans. (*Official Journal* L201, 23 July 1974)

**Dehydrated fodder.** Regulation (EEC) 1908/74 amending Regulation (EEC) 1370/74 laying down detailed rules for applying the system of aid for dehydrated fodder for the 1974/75 marketing year. (*Official Journal* L201, 23 July 1974)

Regulation (EEC) 1909/74 on exchanges of information between Member States and the Commission concerning dehydrated fodder during the 1974/75 marketing year. (*Official Journal* L201, 23 July 1974)

**Eggs.** Regulation (EEC) 1930/74 amending the list of egg products eligible for the advance fixing of export refunds. (*Official Journal* L203, 23 July 1974)

**Rice.** Regulation (EEC) 1933/74 determining for the 1974/75 year the rice marketing centres other than Arles and Vercelli. (*Official Journal* L203, 25 July 1974)

Regulation (EEC) 1935/74 fixing, for the 1974/75 marketing year, the variety of long-grained rice representative of Community production, the difference in value between this variety and the variety of round-grained rice corresponding to standard quality, the threshold price for long-grained rice and the threshold prices for milled rice. (*Official Journal* L203, 25 July 1974)

Regulation (EEC) 1956/74 fixing for the 1974/75 marketing years the amounts by which import levies and export refunds fixed in advance for rice are to be adjusted. (*Official Journal* L204, 26 July 1974)

**Fruit and vegetables.** Regulation (EEC) 1957/74 fixing the reference prices for apples for the 1974/75 marketing year. (*Official Journal* L204, 26 July 1974)

Regulation (EEC) 1958/74 fixing the reference prices for pears for the 1974/75 marketing year. (*Official Journal* L204, 26 July 1974)

Regulation (EEC) 1959/74 revising the classification set out in Annex II to Regulation (EEC) 258/73 on the system of compensatory amounts for fruit and vegetables. (*Official Journal* L204, 26 July 1974)

# Customs notices of interest to exporters

The following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London EC3R 7HE.

**General Notices**

17 (May 1973) Arrangements for preferential trade between the Channel Islands and the United Kingdom.

49 Temporary importations: international co-operation.

104 Temporary importations and exportations under ATA and ECS Carnets.

112 Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.

112A Charges for attendance given at private premises at the request of merchants.

118 Samples imported for promoting export trade.

207 Re-imported goods: relief from Customs duty and Value Added Tax.

210 Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.

221 Process Inwards Relief and Pre-financing of export refunds on products for process.

223 Export relief on goods exported in the same state as at import ('Same state section 7 relief').

241 European Economic Community: Compensatory, Levy and Addendum thereto.

275 Documentation of Exports for Statistical Purposes.

290 Export of personal and household effects.

300 Export reliefs scheduling scheme.

703 VAT – Exports. (Revised November 1973)

704 VAT – Retail Export Schemes. (Revised November 1973)

705 VAT – Tax free sales of motor vehicles to tourists, etc.

750 Community transit – general.

750A Community transit – list of Offices of Departure, Transit and Destination and Guarantee Offices in the United Kingdom, etc.

750B Extension of the Community Transit procedures to Austria and Switzerland

751 Notes on completing Community transit forms T1, T2 and T3.

752 Free circulation of goods in the European Communities.

753 Community transit – the simplified procedure for goods carried by rail.

754 Documentation for fish caught by British fishing vessels.

755 Community transit – special control procedures.

756 Instructions on the use of loading lists as descriptive parts of forms T1, T2 or T3.

774 Hydrocarbon Oils Customs Duties: Additions of *Ad Valorem* Protective Element.

800 EEC Common Agricultural Policy: Customs procedures in respect of export refunds and export licences.

810 EEC Preferences – Free Trade Agreement between the EEC and EFTA countries.

810A EEC Preferences – EFTA countries. Simplification of the documentation system described in Notice 810. Introduction of universal form of movement certificate EUR 1.

812, 812A EEC Preferences – Turkey.

815 (June 1973) EEC Preferences – Morocco.

817 (June 1973) EEC Preferences – Tunisia.

818 (June 1973) EEC Preferences – Egypt.

819 (May 1973) EEC Preferences – Cyprus.

820 (July 1973) EEC Preferences – Lebanon.

821 EEC Preferences – simplified procedure for sending evidence to EEC customs about the origin of goods.

830 Arrangements between Denmark and United Kingdom.

**Drawback**

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

132A Sugar: cessation of Import Duties and Imposition of Levies under the Common Agricultural Policy of the EEC and the Sugar Board Charge.

172 Hydrocarbon Oils: drawback of duty.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

# New EC Legislation
continued

**TARIFF QUOTAS:** The *Official Journal of the European Communities* L194, 17 July 1974, contains the texts of the following Regulations:

Regulation (EEC) 1844/74 on the opening, allocation and administration of the Community tariff quota of 30,000 head of heifers and cows other than those intended for slaughter, of certain mountain breeds, falling within subheading ex 01.02 A II b) 2 of the Common Customs Tariff.

Regulation (EEC) 1845/74 on the opening, allocation and administration of the Community tariff quota of 5,000 head of bulls, cows and heifers, other than those intended for slaughter, of certain Alpine breeds, falling within subheading ex 01.02 A II b) 2 of the Common Customs Tariff.

**COMMERCIAL POLICY:** The *Official Journal of the European Communities* L196, 19 July 1974, contains the text of Decision 74/357/EEC on the application by Ireland to take protective measures in respect of sisal baler twine (CCT heading 59.04) under Article 135 of the Act concerning the conditions of accession and the adjustments to the Treaties. This decision authorises Ireland to introduce a licensing system for the export of sisal baler twine.

The *Official Journal of the European Communities* L204, 26 July 1974, contains the text of Regulation (EEC) 1960/74 extending the period of validity of Regulation (EEC) 2140/73 establishing Community surveillance over imports from Japan of electronic four-operation calculating machines, printing or non-printing.

**TEMPORARY SUSPENSION OF IMPORT DUTIES:** The *Official Journal of the European Communities* L204, 26 July 1974, contains the text of Regulation (EEC) 1942/74 extending for the third time Regulations (EEC) 2313/71 and (EEC) 2823/71 partially and temporarily suspending Common Customs Tariff duties applicable to wines originating in and coming from Algeria, Morocco, Tunisia and Turkey. This replaces the date 31 August 1974 in the second paragraph of Article 2 of Regulations (EEC) 2313/71 and (EEC) 2823/71 by 31 August 1975.

*Further information:* HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515, ext. 2004.

**EEC/BRAZIL/AGREEMENT:** The *Official Journal of the European Communities* L190, contains a notice to the effect that the non-preferential Trade Agreement between the European Economic Community and Brazil which was signed on 19 December 1973 will come into force on 1 August 1974. The text of this agreement was published as Regulation (EEC) 841/74 in the *Official Journal* L102, 11 April 1974.

*Further information:* Department of Trade, Commercial Relations and Exports Division 2, 1 Victoria Street, London SW1 0ET, tel. 01-222 7877, ext. 5293 (general inquiries). Export Services and Promotions Division, Overseas Tariffs and Regulations Section, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757, ext. 476 (import duties, and taxes, etc., on imports into Brazil), ext. 408/482/7174 (import duties and taxes, etc., on exports from Brazil into the EEC other than the United Kingdom).

## 'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-222 7877, ext. 5842.

# Services to exporters

The following Government offices provide services for UK exporters:

### Headquarters

**Export Services and Promotions Division**
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

### Regional

**Office for Scotland**
314 St. Vincent Street, Glasgow G3 8XF
Tel. 041-248 2855. Telex 77583 DTI GLASGOW

**Inverness District Office**
Caledonia House, 63/67 Academy Street, Inverness IV1 1LU
Tel. (0463) 30867

**Office for Wales**
Government Buildings, Gabalfa, Cardiff CF4 4YL
Tel. (0222) 62131. Telex 49267 DTI CARDIFF

**Yorkshire and Humberside Regional Office**
City House, New Station Street, Leeds LS1 4JQ
Tel. (0532) 38232. Telex 557470 DTI LEEDS

**Northern Regional Office**
Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. (0632) 27575. Telex 53178 DTI NTYNE

**Cumberland and Westmorland District Office**
Town Hall, Cockermouth, Cumberland CA13 9NP
Tel. (090-082) 3498/9. Telex 64173 DTI COCKERMOUTH

**North-Western Regional Office**
Sunley Building, Piccadilly Plaza, Manchester M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

**West-Midlands Regional Office**
Ladywood House, Stephenson Street, Birmingham B2 4DT
Tel. 021-632 4111. Telex 337021 DTI BHAM

**East-Midlands Regional Office**
Cranbrook House, 47 Cranbrook Street, Nottingham NG1 1ES
Tel. (0602) 46121. Telex 37143 DTI NOTTM

**South-Western Regional Office**
The Pithay, Bristol BS1 2PB
Tel. (0272) 291071. Telex 44214 DTI BRISTOL

**Northern Ireland Department of Commerce**
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. (0232) 34488. Telex 747025 GOVNI BELFAST

# BOTB News

## Increase in aid for export marketing research

Because the British Overseas Trade Board's Export Marketing Research Scheme has been so successful in helping and encouraging exporters to conduct market research in their prospective overseas markets, it has now become a permanent feature of the BOTB's services to exporters. This decision was made during the Board's review of the Scheme last April and is announced in the BOTB's Report published on July 24. The Scheme had been run on an experimental basis since 1969.

The annual budget for financial assistance to be given to firms by the Scheme for the financial year 1974/75 has been increased by approximately 50 per cent over the 1973/74 figure, to £450,000.

A number of detailed changes in the Scheme have been worked out since the review and these are contained in a new explanatory leaflet available from the BOTB. The most significant change relates to financial support for market research conducted by a firm's own staff. Formerly, 'in-house' research was supported by grants normally amounting to 33⅓ per cent of the cost of overseas travel and subsistence incurred in the course of research. This aid has now been increased to 50 per cent.

In addition, a firm with no research capability that wishes to set up a research department rather than employ a consultant, may now receive advice from the Export Marketing Research Adviser and may receive additional financial support during the first year of the new department's operation – equivalent in value to that given to firms who employ consultants. This additional aid can also be given to firms with existing market research staff who have not previously been involved in overseas research.

The existing services provided under the Scheme are to continue. These include advice and financial support given to individual companies to groups of firms undertaking joint research, and to trade associations. In approved cases individual companies receive up to 33⅓ per cent, groups receive up to 50 per cent and trade associations receive up to 66⅔ per cent of the total cost of research undertaken by consultants on their behalf.

Copies of the new leaflet are available from Regional Offices of the Department of Industry, and from the Export Marketing Research Adviser, Export House, 50 Ludgate Hill, London EC4M 7HU.

## 'British exporters should enjoy Japanese hospitality' says BOTB booklet

'There is nothing socially wrong in Japan in having a bit of a binge' states a new booklet *An Introduction to Doing Business in Japan*, published by the British Overseas Trade Board. The booklet stresses that the Japanese are very hospitable and that it is both wise and enjoyable for British exporters to accept Japanese social invitations when they are offered.

Useful information is provided for new exporters on the approach to business in Japan, the country, language, living conditions, communications, travel and cultural background. Concerning the approach to business, the booklet deals with business negotiations, visiting cards and in a section on the social side warns British businessmen that 'Geisha are professional entertainers and conversationalists who should not be confused with bar and night club hostesses'.

Other sections deal with the geography and climate of the country, as well as information concerning health, restaurants, hours of business and tipping. On languages the booklet concludes that, like the British, the Japanese are not generally good linguists, and two appendices provide a background note on the Japanese language and a list of translating, interpreting and secretarial services in Tokyo and Osaka.

Another section on communications and travel procedures advises the prospective visitor of some of the difficulties he may encounter. For example, pointing out that very few streets in Tokyo have names, and even when they have the street name is not part of the address.

Finally, in a section on the cultural background, the booklet has a short history of the country and explains its present constitution, as well as describing some of the artistic achievements of the Japanese nation.

*An Introduction to Doing Business in Japan* is the latest in the *Trading with Japan* series published by the British Overseas Trade Board. Copies are available free to British companies from the Exports to Japan Unit, Hillgate House, 26 Old Bailey, EC4M 7HU.

### Advertising in 'Trade and Industry'

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room C70, Atlantic House, Holborn Viaduct, London EC1P 1BN (Tel. 01-248 9876, ext. 6147).

### BOTB new export handbook

The British Overseas Trade Board has published a 1974 edition of its Export Handbook for British firms trading abroad. The book has been brought up to date in its description of all the Government services available for exporters, together with mention of private agencies, many useful addresses and a long bibliography.

It is available free of charge from Room D05, Export House, 50 Ludgate Hill, London EC4M 7HU, or from any regional office.

The Export Handbook, first published in 1967, now has an annual circulation of over 70,000 copies.

## Increased sales of British furniture in Canada

Sales of British furniture in Canada have mounted steadily in recent years, due in part to joint venture displays sponsored by the British Overseas Trade Board.

For the third year running manufacturers will have an opportunity to put their products on show at the Montreal Furniture Market from 11 to 15 August. This year's official group of 12 firms, organised by the BOTB in conjunction with the British Furniture Manufacturers Export Club Ltd., will occupy some 550 square metres at the Place Bonaventure.

Exhibits will include reproduction furniture, traditional hide upholstery, modern Perspex furniture, hand produced paintings on glass, and occasional furniture.

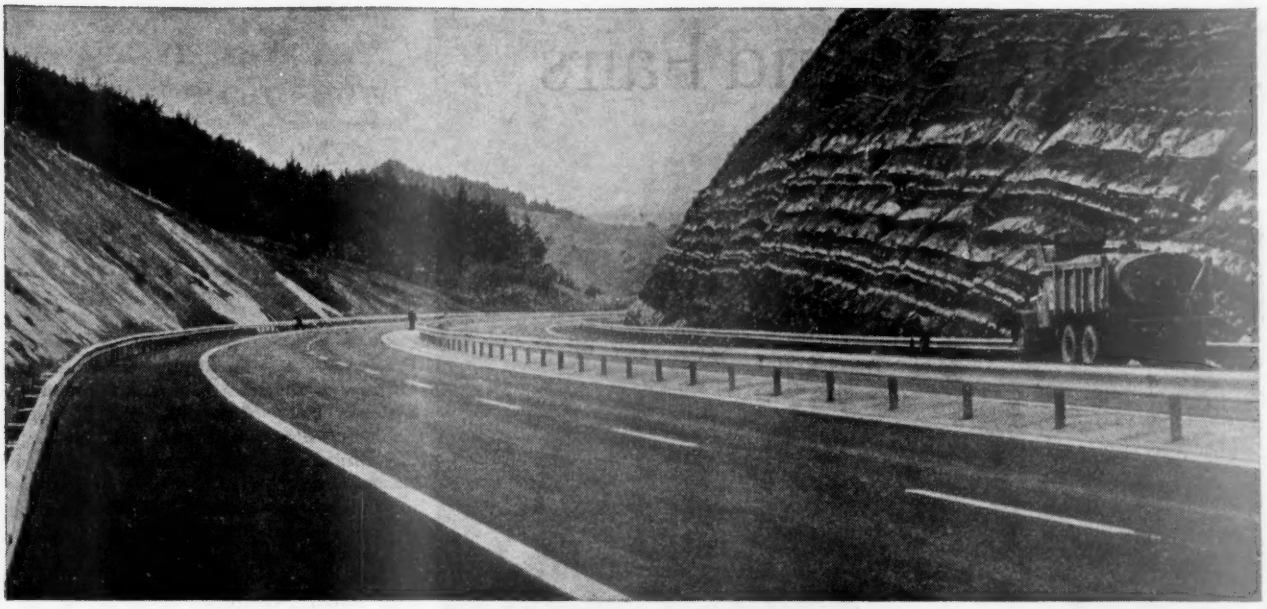
One of this year's repeat exhibitors, Jaycee Furniture Ltd. of Brighton, Sussex, holders of the Queen's Award to Industry, say they had been trading in Canada for some 15 years but this Montreal show 'had enabled us to reach a larger market not only in Canada but also in the Northern United States'.

Another firm, Belvedere Design Workshop Ltd. of Chessington, Surrey, say that because of their success last year in Montreal they will be exhibiting again this August, and also in New York. They hope that their export sales will rise this year to at least 60 per cent of their total output against nearly 40 per cent last year, partly through the impetus given by the Montreal and New York shows.

Exports of British furniture to Canada in 1973 were valued at £1,742,000, a 70 per cent increase over 1972, and in the first three months of 1974 orders amounted to £699,000 in spite of the three-day week, against £315,000 during the same period of 1973, an increase of about 125 per cent.

## Selling into Europe

The British Institute of Management, in association with the European Association of Marketing Consultants and Sales Trainers, is organising this year a repeat of the very successful 'Selling into Europe' programme, which it held in September 1973. The speakers



**The 65-mile Bilbao to Behobia motorway along the coast of northern Spain has been officially opened. The concessionnaire company responsible for the design, construction and toll operation of the motorway is Europistas, comprising Laing Iberica, Spanish member company of the Laing group, Ferrovial SA, the Belgian company CFE and a group of Spanish banks. Opening of the motorway coincided with the award of a new concession involving at least £100 million construction work for a new 100-mile motorway between Malgaza and Burgos to be undertaken by a similar consortium including Laing Iberica. Laing Iberica also carried out substantial construction contracts for the Bilbao to Behobia route. The photograph shows one of the deepest rock cuts on the motorway constructed on the Orio to San Sebastian section.**

on this occasion will be four eminent European consultants from France, Germany, Italy and Spain and they will brief delegates on selling in their respective countries, covering subjects including the present business climate; prevalent trends in buying and selling; habits and customs in commercial dealings; the psychology, reference and decision patterns of the domestic buyer; and practical advice on how to sell more and better.

The conference chairman will be Heinz Goldmann, who has organised a course for the BIM on the 'art of selling' for the last 15 years, which has now been attended by over 12,500 delegates. Goldmann will start the Conference with a review of international selling. He maintains that the whole pattern of selling in Europe has changed radically over the last 12 months, both as as result of the current shortage situation – which seems to have prevailed for a longer time than had been expected – and because there is reluctance to invest which in turn leads to problems of sales resistance to capital goods.

There will be a short question and answer period after each speaker, the speakers' papers will be issued to all delegates, and the conference will close with an open forum discussion with all the speakers participating.

This one day conference is intended to make sales and marketing managers, training officers, sales representatives, commercial managers and directors more aware of the fundamentals of international selling, and present new insights into the differences between selling at home and selling in Europe. It is to be held at the London Hilton Hotel on Monday 16 September. Further details, and an application form can be obtained from the British Institute of Management, Conference Department, Management House, Parker Street, London WC2.

## Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

# Export office procedure courses in Scotland

Dates and locations of Export Office Procedure Courses in Scotland – organised jointly by the Industrial Training Board and the Department of Employment with the support of the Department of Trade – have been announced for the second half of this year.

The first course of the series, 12-16 August, will be held in Glasgow. Others to follow are: 26-30 August, Edinburgh; 9-13 September' Glasgow; 16-20 September, Aberdeen; 23-27 September, Dundee; 14-18 October, Glasgow; 28 October-1 November, Edinburgh; 11-15 November, Glasgow; 25-29 November, Dundee.

Inquiries in connection with these courses should be directed to R. Mathieson, Department of Employment, Stuart House, Semple Street, Edinburgh EM3 8YX; tel. 031-229 2491, ext. 150.

The courses have two main objectives: to enable students to gain experience in office procedure and documentation associated with exporting; to show them how to pass on this acquired knowledge in the most effective way.

The syllabus assumes that students have experience of clerical work but not necessarily a knowledge of export techniques.

Sessions deal with essential aspects of exporting procedure; export sales office functions; EEC; making a contract; export shipping office functions; containerisation; documentation; aids to exporters, bills of lading; documentary letters of credit; bills of exchange; air freight.

Each course lasts four full days, beginning on a Monday at 1400 hours and ending on Friday at 1230 hours. The courses are non-residential and firms make their own arrangements for hotel accommodation.


**Government Publications in London**

**from**

**Her Majesty's Stationery Office, 49 High Holborn, W.C.1.**

# Exhibitions and Fairs

Peter Matthews (left), a member of the BOTB and managing director of Vickers Ltd., visiting the Dusseldorf International Foundry Fair. He is examining a Fascold machine on the Baker Perkins stand, with J. H. North, sales manager, explaining details about the cold setting binder process. On the right is Counsellor Commercial J. Rich from Bonn.

## British hopes well founded on capital goods platform

**From M. Crook, Vice-Consul (Commercial), British Consulate-General, Dusseldorf:** British manufacturers again formed the largest foreign contingent, bith in number and exhibition space, at the 4th International Foundry Trade Fair (Gifa '74), Dusseldorf, 8-14 June. A total of 32 British companies of which 24 were housed on two joint venture stands under the sponsorship of the Foundry Trade Equipment and Supplies Association, supported by the British Overseas Trade Board.

The exhibition attracted just over 57,000 exhibitors and the British participants on the joint venture stands alone registered 3,446 inquiries from all parts of the world. As Gifa is essentially a platform for presenting capital goods for incorporation in future projects it is not possible to give an indication of the value of the inquiries taken, but a number of British manufacturers took firm orders or letters of intent.

The British participants claimed that the exhibition was very good and their presence there had proved to be a successful venture which they hoped would be repeated at the fair in five years' time. Peter Matthews, a member of the British Overseas Trade Board and managing director of Vickers Ltd., visited the exhibition on Monday, 10 June and spoke with the representatives of the firms on the joint venture stands, plus a number of exhibitors with their own stands.

The British companies were represented in two sections of the exhibition, one containing primarily the exhibits of suppliers of raw materials and auxiliaries and the other displaying machines and systems for moulding and core fabrication, including sand processing facilities.

## Firms casting on for Paris knitwear fair

Until our knitwear industry has its own exhibition in the UK, states the British Knitting Export Council, there is no doubt that the event which provides the best shop window to the world for British suppliers is the annual Paris exhibition – Salon des Industries de la Maille.

Next year, 8-11 February, 30 British companies will display their merchandise there to buyers from all continents.

Participating companies will be assisted by the British Overseas Trade Board on joint venture terms within the sponsorship of the British Knitting Export Council.

Detailed information can be obtained from Mrs. J. Broughton, Assistant Director, British Knitting Export Council, Academy House, 26/28 Sackville Street, London W1X 1DA; tel. 01-734 6277/8.

## UK engineers set for Sydney event

**From P. A. Turnbull, Commercial Officer, British Consulate-general, Sydney:** Under the guidance of Thomson Exhibition Promotions Pty. Ltd., Sydney-based subsidiary of the Thomson Publishing Group, next month's International Engineering Exhibition promises to be a highly successful event for British exporters and their Australian partners.

In Sydney, 23-28 September, a British joint venture, comprised of 35 British engineering companies and British Council, will mount the largest collective display of professional equipment from Britain since the British Exhibition of 1964. The joint venture stands occupy 13,092 sq. ft. or 24 per cent of the 53,532 sq. ft. allocated to national exhibits.

**Sponsoring associations**

Other nations participating are Japan and Italy each with 10,000 sq. ft., West Germany 6,400 sq. ft., New Zealand 4,600 sq. ft., Austria 3,750 sq. ft. and Romania, India and Russia.

The Engineering Industry Association, Birmingham Chamber of Commerce and Industry and the Association of Hydraulic Equipment Manufacturers Ltd., who successfully sponsored groups in the 1972 exhibition, have again combined to assist a greater number of their members to show a wide range of manufactured products in Sydney in September. The promotional assistance of these associations has contributed substantially to their members export earnings in recent years.

**British companies**

British subsidiary companies established in Australia, too, are mindful of the benefits available to them through major local exhibitions. Apart from the 36 joint venture displays, nine wholly-owned British subsidiary companies, who will separately exhibit their products at the September show, will occupy 12½ per cent of the nett space allocated for the event.

The products of British companies, therefore, will occupy approximately 27 per cent of the total nett display area amounting to some 94,500 sq. ft.

## Kenilworth: an udder date

The dates of the 1975 International Dairy Farming Event, Kenilworth, have been altered. The show will now be held 17-18 September 1975 at the Agricultural Centre, Stoneleigh.

# Law advisers speak at London car show

Senior government advisers on motoring legislation from the USA, Japan, Germany, the EEC and Britain will be among speakers at the London International Motor Show Conference in October.

The two-day conference, 22-23 October, has been organised by the Institution of Mechanical Engineers in conjunction with the Society of Motor Manufacturers and Traders.

The conference title is 'International Vehicle Legislation – Order or Chaos?'

The legislative scene in the world's leading vehicle markets will be presented by Dr. J. B. Gregory, Administrator of the National Highways and Traffic Safety Administration in Washington; Noriyoshi Uno, Director, Engineering Division, MITI, Japan; Dr. Ing. G. Rotzoll, Governmental Director in Chief, Type Approval in the KBA, Germany; Dr. D. Verdiani, Head of the Motor Vehicles Directorate, EEC, Brussels and J. W. Furness, Director, Vehicle Engineering and Inspection, DoE.

Wide ranging questions on the benefits, costs and influences on many aspects of vehicle building and use will be the subjects of papers from speakers from British Leyland, Vauxhall, Ford, BSI, Chrysler France and Renault.

At the final session on 23 October SMMT Director John Beswick will discuss the main issues identified by the conference and he will be followed by open discussion with the authors of the 18 papers which will have been presented.

Marconi Instruments' new Spectrum Analyser TF2370 attracted considerable interest at the recent Electronics for Aviation exhibition at the British Export Marketing Centre in Tokyo. Among visitors to the stand were G. Moriya, chairman of the Japanese Aircraft Corporation (centre), seen here discussing the instrument with A. M. Rudkin of MI (left) and J. I. McGhie from the British Embassy in Tokyo. The new 110 MHz Spectrum Analyser has many novel features, states Marconi, including a digital storage and display system which permits the display of two images simultaneously for exact comparison.

# Live wires hot up business in Basle

**From H. M. Shone, British Consulate, Basle:** The 4th International Wire Exhibition was held in Basle, 25-29 June. Both the number of exhibitors and the floor space were up by some 50 per cent compared with the last exhibition two years ago. The British joint venture stand, sponsored by the British Overseas Trade Board and the Wire Machinery Association, covered an area of two and a half thousand sq. m. and comprised 40 exhibitors showing a most impressive display of wire-production and wire-processing machines, including measuring, gauging and control equipment.

There was a record attendance of almost fifteen and a half thousand visitors, predominantly from Western Europe but also noticeably from Eastern Europe, the Middle East, South East Asia and Japan – not to mention the United States. Many of these visitors had come over in special charter flights arranged by their national trade associations.

The British exhibitors declared themselves well satisfied with the arrangements and with the many interested inquiries and orders they received. We hope to see them back in strength for the 5th International Wire Exhibition, in June 1976, which will again be held in Basle.

# Autodialler engaged for Iran trade fair

Pye TMC Ltd. is exhibiting a wide selection of telephone subscriber and other apparatus at the Tehran International Trade Fair, 17-29 September.

A feature of Pye's display is the new 32-address Automatic Dialler which provides the subscriber with the facility to call any one of 32 stored telephone numbers simply by pressing the appropriately named button. A built-in loudspeaker enables the caller to monitor the progress of the call without lifting the handset until the called number answers.

Another highlight on the Pye stand is the SpheriCall Autodialler (*picture*). This device can be connected to a standard rotary dial telephone to provide the speed and convenience of press-button dialling; a memory which stores the 10 numbers most frequently used with the facility for dialling these numbers automatically on pressing two buttons only, and a try-again feature which remembers the last number manually keyed and will re-call this automatically on pressing a button.

Two new systems will be displayed: a Call Transfer Unit, introduced to meet the needs of people who require telephone calls to follow them as they move from place to place; a Changed Number Intercept device for automatically advising callers that numbers have been changed.

# Books bound Down Under

A British Council display of some 300 books on engineering is to be shown at the International Engineering Exhibition, Sydney, 23-28 September.

The display includes sections on design in engineering, instrumentation and production engineering, mechanical engineering, public health engineering, chemical engineering, fluid and hydraulic engineering, materials science, metallurgy, civil engineering and electrical engineering and represents works from over 80 British publishers.

Three joint ventures, sponsored by trade associations and supported by British Overseas Trade Board, will participate in the International Engineering Exhibition.

# Missions and Tours

Spraying equipment being examined by Japanese businessmen at the Birmingham complex of Apollo Sprayers Ltd. From the left are: L. B. Newman, Apollo managing director; Yukio Shiga and Kiyotoshi Tanaka, representing Apollo's Japanese distributor, Parker Arrestor and Co. Ltd. Tokyo; and D. J. A. Rogers, Apollo production manager. The Japanese are looking at equipment for use with the firm's new two-gun warm air paint spray unit.

## Dundee group plans to explore Japan and Hong Kong markets

Dundee and Tayside Chamber of Commerce and Industry is sponsoring a mission to Japan and Hong Kong in February next year. The mission, supported by British Overseas Trade Board, will visit Tokyo 8-15 February, Osaka 16-22 February and Hong Kong 23-28 February. Diversions may be made to suit individual requirements.

The cost of participation in this mission will be dependent on the requirements of company representatives, states the Chamber. The normal economy return fare, departing from Edinburgh or Glasgow, is £773. Should members travel as a group throughout the entire journey, dependent on numbers, the cost would be £675-£850 but this also includes the cost of hotel accommodation (room only).

These prices are based on fare structures presently applicable and are subject to fares and rates of exchange at time of travel.

On completion of the mission and subject to the submission of a confidential report, a refund of £400 per representative will be made, making the net cost £275-£350, the Chamber says. Variations to the proposed itinerary would, of course, alter these figures as would individual travel.

Companies wishing to participate in the mission to Japan and Hong Kong should contact the Assistant Secretary (Export and Trade Missions), Dundee and Tayside Chamber of Commerce and Industry, Panmure Street, Dundee DD1 1ED; tel. 0382 22122.

## Diesel engineers to learn latest on fuel injection

A party of 110 diesel engineers and their wives will fly to London from Boston in mid-September for a whirlwind tour of CAV Ltd., said to be the world's largest manufacturer of diesel fuel injection systems.

The group, members of the Association of Diesel Specialists are visiting the Lucas Group company to hear, at first hand, the latest developments of the diesel fuel injection industry.

## Scots oilmen seek trade with Japan

Firms from throughout the UK have already joined what is described as the first British mission to Japan specifically aimed at promoting business co-operation between firms involved in oil exploration and production in offshore waters. The North East Scotland Development Authority is organising the mission.

Nearly half the available space has been booked on the mission which will be exploring the scope for trade, joint ventures and licensing agreements between British and Japanese companies.

The mission leaves 2 November and will finish in Tokyo 15 November, allowing members to return to the UK by their own routes. It has the support of the British Overseas Trade Board.

## Chinese specialists see electronic plant

Members of an electronics engineering technical mission from China, who had been touring British factories for a month, flew home following the final visit of their tour – to Electronic Laboratories (Marine) Ltd. of Poole, Dorset.

Electronic Laboratories manufactures the Seafarer range of marine navigation and communications equipment sold in over 100 countries for fishing fleets and pleasure boats alike.

The mission made a study of British radar equipment and the members visiting Poole were especially interested in the manufacture and assembly of Electronics Laboratories' Seascan and Seavista radar units. They were shown through all stages of production and spent some time in the test bay.

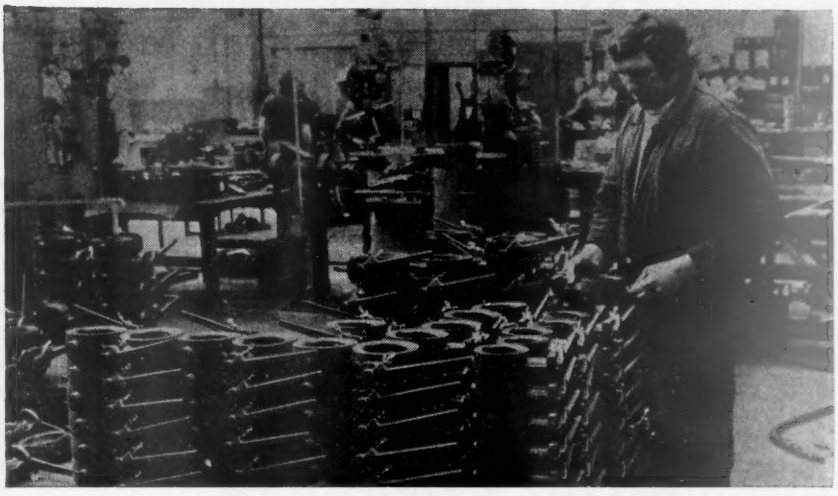
They were welcomed by Guy Dixon, a director of Electronic Laboratories and also chairman of the Ship and Boat Builders National Federation Export Committee.

The party was led by Chang Chai-Ming of Peking, Deputy Secretary-General of the Chinese Electronics Society, which sponsored the mission: Wang Chia, an official of Shanghai Radio Factory No. 4, whose special interest is radar; Chian Pan-Yuan, an official of the Chinese Radio Appliances Corporation from Peking, who also acted as interpreter.

They were accompanied by Miss Pamela Devine of the Sino-British Trade Council, which arranged the mission's programme, and K. J. H. Potter, a director of M. D. Ewart and Co. Ltd., agent for Electronic Laboratories in China.

# Export Business

## Anti-fire systems to Nigeria, Kuwait



Glenfield 'Cadet' butterfly valves, destined for New Zealand being prepared for dispatch. Over the past few months the Water, Process and Marine Valves Division of Crane Ltd. has received export orders for valves from nine countries totalling nearly £500,000. These valve orders, for irrigation, potable water and sewage schemes, were received from Bangladesh, Hong Kong, Indonesia, Iraq, Jamaica, Kuwait, Malaysia, New Zealand and Singapore.

Africa's biggest theatre and recreational centre – a $40 million complex now taking shape in Nigeria – is to be protected by British automatic fire detection and alarm systems under a major contract awarded to the EMI group.

The contract, won by the international division of AFA-Minerva (EMI) Ltd. of Twickenham, Middlesex, covers the new National Theatre being built on the outskirts of Lagos. The theatre, identified by a central 100 ft. high, 260 ft. wide circular structure, is being prepared as the venue for the 2nd World Black and African Festival of Arts and Culture in late 1975.

Within the National Theatre, public areas including auditoria, badminton halls and gymnasia, service areas, plant rooms and administration offices will be comprehensively protected by the AFA-Minerva electronically-controlled fire alarm systems. These highly-sensitive early warning schemes will employ nearly 500 ceiling-mounted smoke and heat detection devices divided into nearly 60 zones and linked to sophisticated central control equipment. Additionally, a network of 67 manually-operated break-glass alarm points will be connected to the control console.

In addition to sounding alarm bells within the theatre complex, the fire alarm's 6-ft. high control console will be able automatically to shut down air-conditioning systems and other services, including lifts and generating plant. It will have a facility for automatically transmitting fire alarms by direct line to the local fire brigade if required.

AFA-Minerva will be responsible for the supply, installation and commissioning of the fire protection systems to the main electrical contractors for the project, GEC Overseas Services Ltd. Installation work will be carried out by AFA-Minerva's Nigerian agent, Security and Safety Services Ltd. of Lagos.

Export orders totalling over £45,000 have been won by the EMI group to supply fire protection systems and equipment for safeguarding several new government buildings in Kuwait.

Two installations in Kuwait Town – administrative offices for the Customs Service and a Ministry of Posts, Telegraphs and Telecommunications warehouse complex – are to be comprehensively equipped with a variety of automatic and manually operated fire detection, alarm and extinguishing equipment.

The extensive equipment inventory involved – including heat detectors, manual fire alarms, automatic fire extinguishing system, water hydrants, hosereels and portable extinguishers – is being supplied by AFA-Minerva (EMI) Ltd. The contracts were placed with the company's International Division by the Kuwait Prefabricated Building Co. which is constructing both projects. Equipment deliveries are expected to be completed by December.

The rectangular three-storey Kuwait Customs House, comprising offices, service areas and plant rooms, will be protected by a system of ceilng-mounted heat detectors, together with a network of manually-operated break-glass alarm points. Both systems will be linked to a central control console which will give audible and visual warnings within the building during a fire emergency. Means to extinguish fire outbreaks will be provided by a system of 24 100-ft. hosereels each connected to a central water main. Additionally, a network of water hydrants will offer facilities to couple up fire brigade appliances and pumping equipment.

For the PT and T equipment stores and office complex near the Customs House, AFA-Minerva is providing a ceiling-mounted automatic fire extinguishing system charged with the latest BCF halon gas extinguishant. Once installed by local contractors, the system will be commissioned by the British company.

## Oslo post office in package deal

A £160,000 automatic internal distribution system extending through the 21 storeys of the Oslo Postal Giro and General Sorting Office, capable of handling 300 containers an hour is being supplied to the Norwegian Post Office by Sovex Marshall of Nottingham.

Sovex Marshall, which has already carried out installations in Bergen and Oslo, was recommended to the Norwegian postal authorities by IDC Ltd. of Stratford-upon-Avon, designer and constructor.

Scheduled to be completed by the end of 1975, the system comprises two automatic purpose-designed 280-ft. tall elevators with pneumatically operated loading and discharge equipment on every one of the 21 floors. It selectively distributes letter trays, weighing about 12 kg and measuring 460 × 260 × 125 mm, according to a destination code carried on the containers themselves and adjusted at the touch of a hand.

The sequence begins when a loaded tray, coded for discharge at the appropriate level, is placed on the loading grid of the elevator, outside fire doors which remain closed except when access to or from the lift is required. The elevator automatically accepts the tray at the earliest possible opportunity. When the fire door opens, the grid transfers the tray on to a passing empty carrier which takes the tray to the top of the elevator before commencing the downward journey during which it is discharged at the required floor.

# Trade Information

## Peter Shore addresses Australian British Trade Association

Peter Shore, Secretary of State for Trade, currently visiting Australasia, addressed the Australian British Trade Association in Sydney on August 2. As well as about the relationship between the United Kingdom and Australia, Mr. Shore spoke of Britain's present performance and immediate prospects, recently-discovered energy resources, reforming the world monetary system, the European Economic Community – and he looked to a future in which a cluster of strong and growing English-speaking democracies work together in an uncertain and changing world.

Said Mr. Shore: 'As this is the one public speech that I shall make during my visit to this great continent of Australia, I am sure that you would expect me to speak not only about the trade and economic issues which concern us both but more broadly about the relationship between our two countries.

'And that I gladly undertake to do. For its seems to me from the many conversations I have had with Federal and State Ministers, industrial and other leaders, from my readings of your daily papers and from my awareness of the fact that it is now some time since a British Cabinet Minister has had the privilege of spending some time in your midst, that there are many things that need to be said loud and clear about our two countries and their abiding connections.

**UK prospects**

'First I wish to speak of Britain, our present performances and our immediate prospects. It is perhaps, the combination of some of our well publicised difficulties and our national habit of reticence and of understating our achievements that have helped to give rise to a wholly misleading picture of the state of our nation and the prospects before it.

'Let me remind you of one outstanding fact. There is no major country that exports more per head of the population than does the United Kingdom. No major country, not Germany, not France, not the United States, not even Japan, equals this achievement of the British people. And this record takes no account of the great new surge in our trade that we are experiencing this year since the latest re-alignment of the Pound Sterling.

'Again, while we are indeed an old country there are few nations in the world today who are so firmly and widely established in the new technologies on which the future will be developed. In the quiet engines of Rolls-Royce, the supersonic marvel of Concorde, the Advanced Passenger Train, the most sophisticated computers and in virtually every conceivable aspect of nuclear technology we are, and remain, world leaders. . . .'

**The United Kingdom's vast energy resources**

The Secretary of State went on: 'I do not know whether the magnitude of the recent discoveries of energy resources in the United Kingdom has been fully appreciated in Australia. I would be surprised if it had, because we have only begun to grasp the extent of our new wealth ourselves. But certainly the large deposits of oil and natural gas which lie under the North Sea and it now seems likely under the Celtic Sea as well – not to mention our vast investment in nuclear energy and the great deposit of coal which lies beneath our feet in Britain – will make us one of the world's energy-rich countries long before the next decade is out.

'One immediate benefit – one that we shall realise before 1980 – is that we shall become self-sufficient in oil with a benefit to our balance of payments of some £3,000 million per year. But there is more to it than that, a spin-off in technologies associated with our massive off-shore oil and gas discoveries is now becoming evident in terms of new industrial development. These new factors together with the other developments which I mentioned earlier will result in a major increase in Britain's economic strength and a major shift in the economic power of Britain relative to both our continental neighbours and, indeed, to the rest of the world. . . .'

**The immediate problem**

Mr. Shore continued: 'Like Australia, Britain is running a heavy deficit on its balance of payments current account. Our non-oil deficit grew alarmingly last year but it has shrunk substantially since – from a monthly average of £240 million in the last quarter of 1973 to £144 million by the second quarter of this year and we have every reason to believe that it will continue to shrink in the period ahead. But the major part of our deficit is due to the new price of oil. . . .

'In the world's present circumstances, classic remedies for restoring external balance – deflation and unemployment – are singularly inappropriate. We refuse to follow the lemming-like rush of some other industrial oil importers to pile further deflationary measures on top of the damage done to world trade by the oil price increases. We do not intend to try to solve our oil balance of payments problems by inflicting economic damage on the rest of the world. Like you, Britain subscribed to the declaration adopted by the OECD member countries aimed at preventing 'Beggar-My-Neighbour' unilateral action to correct oil deficits.

'If ever there was a time for good neighbourliness internationally, this is it. We have to try to create a new international system for recycling the vast currency surpluses which are now building up on the oil producers' accounts, and we have to press on with reforming the world's monetary system.

'If we fail in these tasks, then the whole world will slide into disastrous recession. . . .'

**Britain and the EEC**

Mr. Shore stated: 'The British Government recognises the value of the European market – but it should come as no surprise to you when I say that we are by no means obsessed by it. We believe that our prosperity in the future is linked just as much, if not more, with the other continents. Two-thirds of our trade is outside the European Community – a very much bigger proportion than any other member country.

'We have always been world traders and we intend to remain so. This is one of the reasons why we have called for a 'Fundamental renegotiation' of the terms of our entry into the EEC. We want changes in its trade policy. We want a big reduction in the British contribution to the Community budget. We want a major reform of the Common Agricultural Policy, with more liberal treatment of food supplies from other countries, and better access to the Community market for the developed

Commonwealth countries, the Associable and Asian Commonwealth. . . .'

**Britain and Australia**

'And this brings me back to the relationship between our two countries,' said Mr. Shore. 'Our trade is growing rapidly this year. Certainly there is no evidence at the present time that British exports are being held up by excessive domestic consumption. On the contrary, there is plenty of evidence that, spurred on by their competitiveness, deliveries are increasing rapidly. And with price controls at home British industry is currently finding exporting more profitable than selling in the home market. . . .

'Next year, we shall further increase our export drive when the British Overseas Trade Board will launch the largest-ever promotion in Australia of British consumer goods – yet another sign of the importance we attach to the Australian market. On investment, I need only say that Britain is the source of more than one-third of Australia's foreign investment and we are ready to continue investment in Australia – and equally ready to welcome Australian investment in Britain.'

Mr. Shore concluded: 'While thanking and complimenting the members of the Australian British Trade Association for their part in increasing the trade between our two countries, I must conclude by saying something of our wider relationships. Important as they are, trade and investment are only a small part of our connection. Far more important is the link between our peoples. Australia is unmistakably itself, a sovereign democratic state, equal in every respect to the United Kingdom. We have no doubt about that and no wish that it was otherwise.

'But Australia is also overwhelmingly British. It is British first and foremost because our people have come here for two centuries past. Each year in the 1960s and 1970s, no less than in the past, tens of thousands of our people have left the small island of Britain for the vast island of Australia. This will go on.

'It would be an absurdity, therefore, and a folly if we did not recognise that here and indeed with other predominantly British nations there exists a natural and real community, a very special relationship.

'I look, therefore, to a future in which a cluster of strong and growing English-speaking democracies – apart in their distant continents but close indeed in their sentiments, their habits, their institutions and their people – find real and effective ways of supporting and helping each other, of working together in an uncertain and changing world. If this can be achieved then to the long story of our people, new and no less famous chapters will be written.'

A weighty problem for shipping and forwarding agents Brewster Druce Turner loading a 45-ton Coles crane from London's Royal Victoria Docks onto the Royal Mail's *Darro*. The crane is one of the major exhibits being displayed at the 2nd British Industrial Exhibition to be held at the Parque Anhembi Exhibition and Congress Centre in Sao Paulo, Brazil, 23 August-1 September.

## Applications for temporary exemption from import duty

The Department of Trade is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by 22 August.

| Tarift heading | Proposed definition for tariff purposes | Applied for as | Exemption required until | Reference |
|---|---|---|---|---|
| 29.13 | Cyclohexanone | As in previous column | 31 December 1974 | 15224 |
| 29.27 | Acrylonitrile | As in previous column | 31 December 1974 | 10901 |

REVISED DEFINITION

Interested parties will wish to know that the definition for alloy steel wire (73.15) advertised in *Trade and Industry* on 1 August 1974 has been revised as follows, and now covers material classifiable to both tariff headings 73.14 and 73.15

Steel wire, of iron or steel or alloy steel, of circular cross-section and of which the diameter is not less than 0.6 millimetre and not more than 13.0 millimetres; containing not less than 0.05 per cent and not more than 0.25 per cent by weight of carbon, not less than 0.20 per cent and not more than 1.7 per cent by weight of manganese, not more than 0.07 per cent by weight of phosphorus, not more than 1.5 per cent by weight of silicon and not more than 0.07 per cent by weight of sulphur; having a tensile strength not greater than 1,500 newtons per square millimetre.

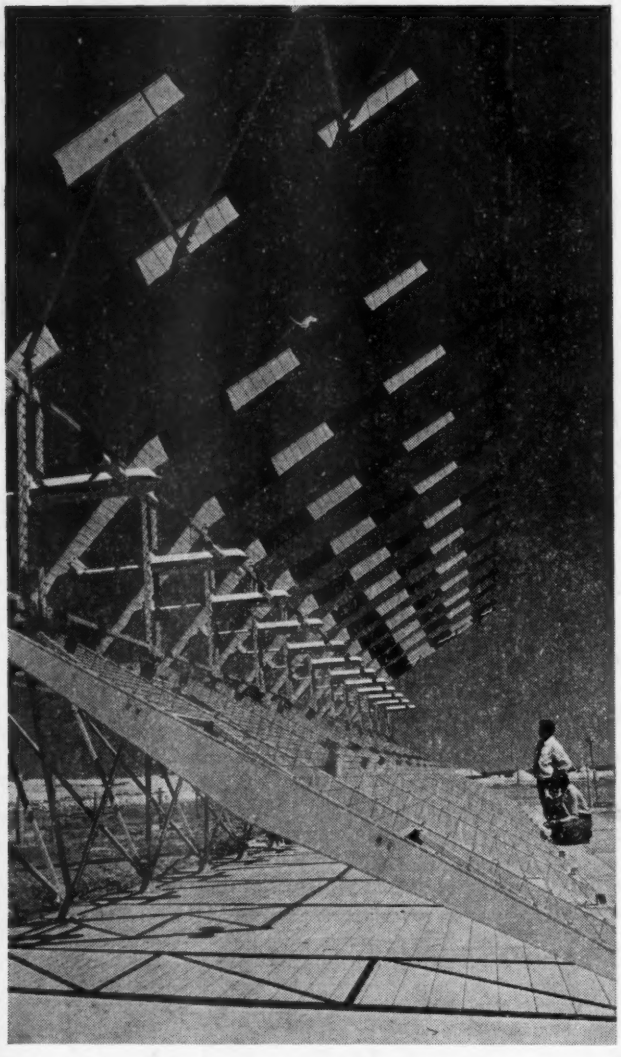
## Finland: trade agreements with Bulgaria and Hungary

Finland signed free trade agreements with Bulgaria and Hungary on 26 April and 2 May respectively. The agreements, which are subject to ratification, envisage the progressive abolition of tariffs on most industrial goods and certain agricultural products, starting with a 60 per cent reduction on 1 January 1975 and further reductions of 20 per cent on 1 January 1976 and 1 July 1977. Duties on certain sensitive items will be eliminated according to an extended time-table.

Most quantitative restrictions and equivalent measures are also to be eliminated.

A copy of these agreements may be consulted in OTAR Section, Export Data Branch. British exporters should specify the goods in which they are interested, quoting BN numbers if possible. Finnish imports **EDB ext. 458/461**

Bulgarian and Hungarian imports **EDB ext. 466/467/288**



This British-made localiser aerial of the instrument landing system forms part of the radio navigational aids installed at Abu Dhabi international airport. All the navigational aids at the airport are maintained by International Aeradio Ltd., Southall, Middlesex. The company is also responsible for the operation of air traffic control and the operation and maintenance of the aeronautical telecommunications facilities. Meteorological staff is also provided. A subsidiary company supplies, installs and maintains the radio and electronic equipment.

**CRE** Commercial Relations and Exports Divisions
Tel. 01-222 7877 (extension at end of each notice)

**EDB** Export Data Branch, Export Services Division
Tel. 01-248 5757 (extension at end of each notice)

## Hints to business men booklets

Revised editions of the booklets on Bulgaria and Nicaragua have been published in the 'Hints to business men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services and Promotions Division, Department of Trade, Room DO5, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7146) or to any Regional Office of the Department of Industry.

## Iraq: British Ambassador

A British Ambassador is expected to take office in Iraq in September. Full diplomatic relations with Iraq were resumed on 10 April 1974. **CRE ext. 3454**

## 'In Mexico, the best investment'

An exhibition entitled 'In Mexico, the Best Investment' is currently running in Mexico City until 20 October, jointly sponsored by the Mexican Government and leading private sector organisations. The exhibition will display capital goods and industrial components which it is considered could be economically and profitably manufactured in Mexico both for domestic use and for export. Its aim is to attract the transfer of technology and foreign investment in domestic manufacturing operations, in conjunction with Mexican investors, to produce such goods.

Representatives of various Ministries involved and of public and private industry will be permanently on hand at the exhibition for personal consultation and to provide first hand information on market potential, fiscal and financial incentives, and possible joint-venture partners.

Reduced price travel and accommodation arrangements are being organised by the Commercial Section of the Mexican Embassy in London in collaboration with the Latin American Departments of the CBI and the London Chamber of Commerce. Further details and literature are available from the Commercial Section, Mexican Embassy, 60/61 Trafalgar Square, London WC2N 5DS, Tel. 01-839 6586-9.

## International Copyright Conventions

The Copyright (International Conventions) (Amendment) Order 1974 SI 1974 No. 1276 will come into operation on 5 September 1974. This Order further amends the Copyright (International Conventions) Order 1972. It takes account of the accession of Senegal and the German Democratic Republic (and Berlin (East)) to the Universal Copyright Convention and the ratification by Chile of the International Convention for the Protection of Performers, Producers of Phonograms and Broadcasting Organisations.

Copies of the Order may be obtained from Sale Branch, the Patent Office, Orpington, Kent BR5 3RD or from any branch of Her Majesty's Stationery Office, price 3p, by post 7p.

# ECGD news

## Czechoslovakia: £2m line of credit

UK suppliers will be able to place contracts worth £2.5 million under a line of credit guaranteed by Exports Credits Guarantee Department. The Naional Westminster Bank has made the £2 million loan available to Ceskoslavenska Obchodni Banka and Zivnostenska Banka NP, Czechoslovakia.

Contracts must have a minimum value of £5,000 and should be placed before 19 July 1976. Repayment will be over a period of two to five years depending upon the value of the individual contract. Finance is available for 80 per cent of the UK contract price.

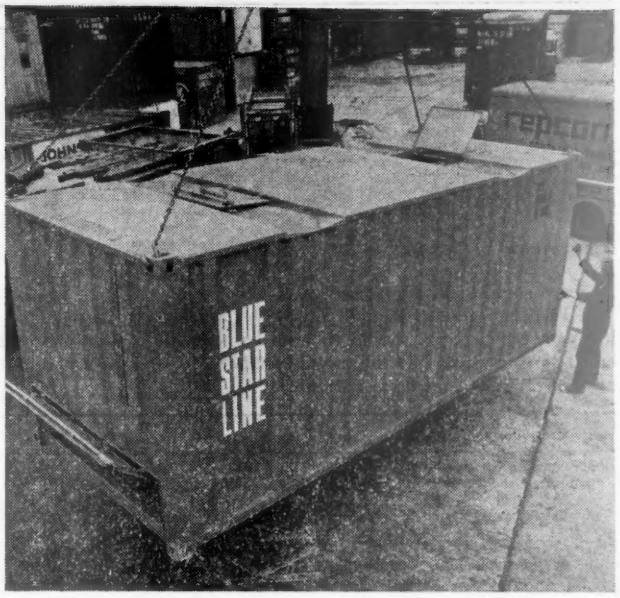
Exporters requiring further details should contact either ECGD (Miss P. Dexter, tel. 01-606 6699, ext. 7302) or National Westminster Bank (Mr. M. L. Preece, tel. 01-606 1080).

## Brazil: £2.9m loan for shipyard

A £2.9 million line of credit is being made available by National Westminster Bank to Companhia Comercio E Navegacao for the purchase of plant, equipment and associated services for use in the development of the shipyard at Rua Dr Paulo Frumencio, Brazil. ECGD will cover 85 per cent of the contract price subject to a minimum contract value of £50,000 and providing the contract is placed before 26 July 1975.

## Colombia: £1.4m loan for transformers

The ECGD has guaranteed a loan of £1.4 million towards the supply of transformers and switchgear by GEC Switchgear Ltd. to Instituto Colombiano de Energia Electrica. The equipment is for use in six electricity sub-stations which are being built in north-east Colombia. Finance for the loan was negotiated by Schroder Wagg on behalf of Midland Bank. Repayment of the loan will be over a period of 10 years.




A contract to convert and refurbish 14 Blue Star Line and 23 Johnson Line standard 20-ft. dry cargo containers for use as dual purpose dry/bulk cargo containers has been won by Repcon (UK) Ltd. To win the contract Repcon demonstrated that it could convert existing containers at less than the cost of specially constructed containers, and could deliver them earlier. The conversion is being carried out at Repcon's north-west divisional works in Bootle, Lancs.

# Export publicity for industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening, Contact should be made with the nearest Regional Office covering your area.

**Northern:** Mr H. G. Roberts, Andrews House, Gallowgate, Newcastle upon Tyne NEI 4TB (Tel: 27575 – Telex 53277).

**Yorkshire & Humberside:** Mr D. de M. Guilfoyle, OBE, City House, Leeds LS1 4JG (Tel: 38232 – Telex Econ Plan 55472 – message to be prefixed for COI).

**East Midland:** Mr T. Cooban, Cranbrook House, Cranbrook Street, Nottingham NG1 1EW (Tel: 46121 – Telex 37572).

**Eastern:** Mr A. A. McLoughlin, Block D, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (Tel: 58911 – Telex 81187).

**London & South Eastern*:** Mr R. Dean, OBE, St. Christopher House Annexe, Sumner Street, London, SE1 (Tel: 01-928 2371 – Telex 915444).

**Southern:** Mr A. S. Poole, Market Place House, Reading RG1 2EH (Tel: 581261 – Telex 91881 message to be prefixed 'for London Region'.

**South Western:** Mr W. J. D. Irving, MVO, The Pithay, Bristol BS1 2NF (Tel: 291071 – Telex 44203).

**Midland:** Mr D. C. Boyd, Five Ways House, Islington Row, Birmingham B15 1SH (Tel: 021-643 8191 – Telex 33376).

**North Western:** Mr H. V. Tillotson, MVO, 22nd floor, Sunley Building, Piccadilly Plaza, Manchester M1 4BD (Tel: 061-832 9111 – Telex 667830).

**Scottish Office:** Mr C. MacGregor, MBE, Scottish Information Office, St. Andrew's House, Edinburgh EH1 3DQ (Tel: 031-556 8501) District Office: 314 St. Vincent Street, Glasgow C2 (Tel: 041-221 5670 – Telex 77583).

**Ulster Office:** Northern Ireland Information Service, Stormont Castle, Belfast BT4 3ST (Tel: 63011).

**Welsh Office:** Mr Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff CF1 3PY (Tel: 28066 – Telex 49327).

* National companies in central London, and particularly those with UK subsidiaries or branches, which require overseas publicity should consult Industrial Section at COI Headquarters: Mr E. Turnbull, Central Office of Information, Hercules Road, London SE1 7DU (Tel: 01-938 2345 ext. 271 – Telex 915444).

# Tariff and Trade Notices

## France

**Import regulation for meat**

The French *Journal Officiel*, 18 July 1974, announced that the following establishments should be added to the list of abattoirs and cutting-up premises in Britain and Northern Ireland inspected and approved by the competent authorities:

| Name and address | Approval no. |
|---|---|
| *Abattoirs* | |
| Scottish Meat Producers Ltd., Birniehill Abattoir, Bathgate, West Lothian | S.26 |
| Douglas Public Abattoir, Isle of Man | 1 |
| *Cutting-up premises* | |
| The Northern Ireland, Farmer Bacon Co. Ltd., 70 Molesworth Road, Cookstown, Co. Tyrone | NIC 7 |

The approval number of the following abattoir has been altered:

| | |
|---|---|
| L. J. Potter, Cappards Farm, Bishop Sutton, Bristol | EWS 88 |
| is now | EWS 7 |

The following names should be deleted from the approved list of abattoirs:

| | |
|---|---|
| A. F. Cook, Greenock Abattoir Ltd., Greenock, Renfrewshire | S 22 |
| W. R. Yeo & Sons, Barnstaple, Devon | EWS 81 |
| FMC (Meat) Ltd., Weston-super-Mare | EWS 30 |
| FMC (Meat) Ltd., Walsall, Staffs | EWS 92 |

Inquiries should be addressed to the Ministry of Agriculture, Fisheries and Food, Animal Health Division IVB, Government Offices, Block E, Leatherhead Road, Chessington, Surrey KT9 2LT (tel: 01-397-5266 ext. 2685). For Northern Ireland the inquiry point in Dundonald House, Upper New Townards Road, Belfast 4 (tel. Belfast 650111).

## Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: 01-222 7877); and Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

## Portugal

**Electric lamps etc: tariff amendment**

Portuguese *Diario do Governo* 147 of 26 June 1974 published Decree-Law 287/74 amending the Note to BN 85.20.01 and .02 (electric filament lamps and electric discharge lamps including infra-red and ultra-violet lamps; arc-lamps; electrically ignited photographic flashbulbs) of the Portuguese Tariff as follow:

For lighting purposes:

Note: Parts shall be assessed to duty at the rate of 1.5% when imported by Portuguese manufacturers to be used exclusively in their production cycle, when, in the opinion of the Inspector-General of Agricultural and Industrial Products, these materials cannot be produced economically in Portugal.

**EDB ext. 460/461**

A Lansing Bagnall counterbalanced fork lift truck handling paper reels at Neusiedler paper mill in Austria. The rotating paper reel clamp can grip and carry reels with diameters from 20 in. to 40 in., weighing up to 2,000 lb. Three Lansing Bagnall fork lift trucks employed by Neusiedler form the link between packing machinery and delivery transport.

Export orders for several hundred of the Angus AF 100 mobile fire fighting appliance, introduced earlier this year, have already been won in markets as widespread as Europe, the Middle East, Africa, the Far East, and Australia. The appliance produces 32,000 litres of foam from 100 litres of foam concentrate. It has an all-up weight of only 64 kg by using glass-reinforced plastics for the foam tank.

## Hungary

**Motor fuel regulations**

The Hungarian authorities have announced that petrol prices will rise by 40 per cent on 1 September. Prices for diesel oil will rise by 45 per cent. 86 octane petrol will cost 4.20 forints instead of 3 forints, and 92 octane petrol will rise from 4 forints to 5.20 forints per litre. Exact prices of diesel oil and 98 octane petrol have not yet been announced.

Until 1 September fuel purchase permits are necessary for owners of vehicles registered outside Hungary arriving or staying in Hungary, or foreigners hiring cars in Hungary. Permits can be purchased at Road Border Crossings, from offices of the Hungarian Travel Agency (Ibusz) and from car hire companies for the following prices – motorcycles 50 forints, cars 150 forints, buses 300 forints, lorries 450 forints. Permits are required for each visit to Hungary and are valid until departure from the country, when they must be surrendered. Purchases of fuel by permit holders are not limited but fuel must go straight into a vehicle's tank and not into a container. The cost of the permit cannot be offset against the cost of petrol bought in Hungary.

## Malta

**Tinned milk: labelling regulations**

In the Malta *Government Gazette*, 23 July 1974, the Director of Trade notified that tinned milk for sale should bear a label clearly indicating the brand of milk contained in the tin. **EDB ext. 471/472/473/462**

## Mali

**Import tax changes**

The rates of import tax on goods under a wide range of tariff headings have been amended by the Mali authorities.

Some goods which were subject to a value added tax rate of 25 per cent are now subject either to a rate of 11.1 per cent or are exempted.

The statistical tax on cartridges, loaded or otherwise, bullets, buckshot and hunting-shot previously fixed at a level of 2 per cent *ad valorem* has been altered to 25 Mali fancs per cartridge.

Further information is available. **EDB ext. 462/471/472/473**

## Senegal

**Tariff amendments**

Amendments to much of the Senegalese tariff have been published. Further information is available. **EDB ext. 462/471/472/473**

## Ivory Coast

**Sports balls: prior authorisation for import**

According to a recently published decree, the importation into the Ivory Coast of the products under the tariff headings 97-06 are subject to prior authorisation for the next 18 months.

**EDB ext. 462/471/472/473**

**CRE** telephone 01-222 7877 **EDB** telephone 01-248 5757
Extensions to these numbers are given at the end of each notice.

## Zambia

**Suspension of duties**

The Customs and Excise (Suspension) (Amendment) (No. 5) Regulation, 1974, amends the Customs and Excise (Suspension) Regulations, 1970, by the insertion of the following under the appropriate headings:

| Heading no. | Description of goods | Effective rate of duty |
|---|---|---|
| 27.09.00 | Petroleum oils and oils obtained from bituminous minerals, crude | Free |
| ex 85.12.24 | Articles calibrated in metric units: when imported for purposes of conversion to the metric system of weights and measures, and as may be approved by the Controller | Free |
| ex 85.12.29 | Parts of articles calibrated in metric units: when imported for purposes of conversion to the metric system of weights and measures, and as may be approved by the Controller | Free |

**EDB ext. 471/472/473/462**

## Mauritius

**Import control**

Mauritius Government Notice No. 80 of 1974 announces, the necessity from 1 June, for importers to obtain an import licence to import the following goods into Mauritius from, inter alia, the United Kingdom:

Fruits in syrup: Litchi, mango, pineapple
Fruit juice, nectar, squash: Guava, lemon, litchi, mango, orange, papaya, pineapple, tomato
Jam and marmalade: Guava, mango, papaya, pineapple, orange, mixed fruit
Canned vegetables and fruits: Carrot, haricot bean, mango pickle, mango chutney, processed peas
Ketchup and puree: Tomato

**EDB ext. 471/472/473/462**

## Indonesia

**Partial exemption from import duty: ketones**

The Indonesian Government has reduced the import duty on ketones (tariff item 29.13.99) when imported as basic material for paints industry with recommendation of the Indonesian Department of Industry – Directorate General of Chemical Industry – from 40 per cent to 20 per cent. **EDB ext. 469/468/401**

## Papua, New Guinea

**Appointment of a Commission of Inquiry into the standardisation of imports of plant and equipment**

The Papuan Minister for Transport and Civil Aviation, Mr. Iambakey Okuk, has announced the appointment of a Commission of Inquiry which will investigate and advise the Government on which types of mechanical and electrical plant and equipment importation should be encouraged.

In a press statement, the Minister said that, depending upon the findings of the Commission, the Papuan Government may actively discourage the unrestricted importation of certain models of motor cars, petrol and diesel engines, electric motors, refrigerators, outboard engines and other similar items. The purpose of the Commission of Inquiry is to advise the Government whether the present 'open door' policy with respect to imports of electrical and mechanical equipment is in their best national interest. It is the Minister's opinion that while an 'open door' policy creates keen competition among the importers,

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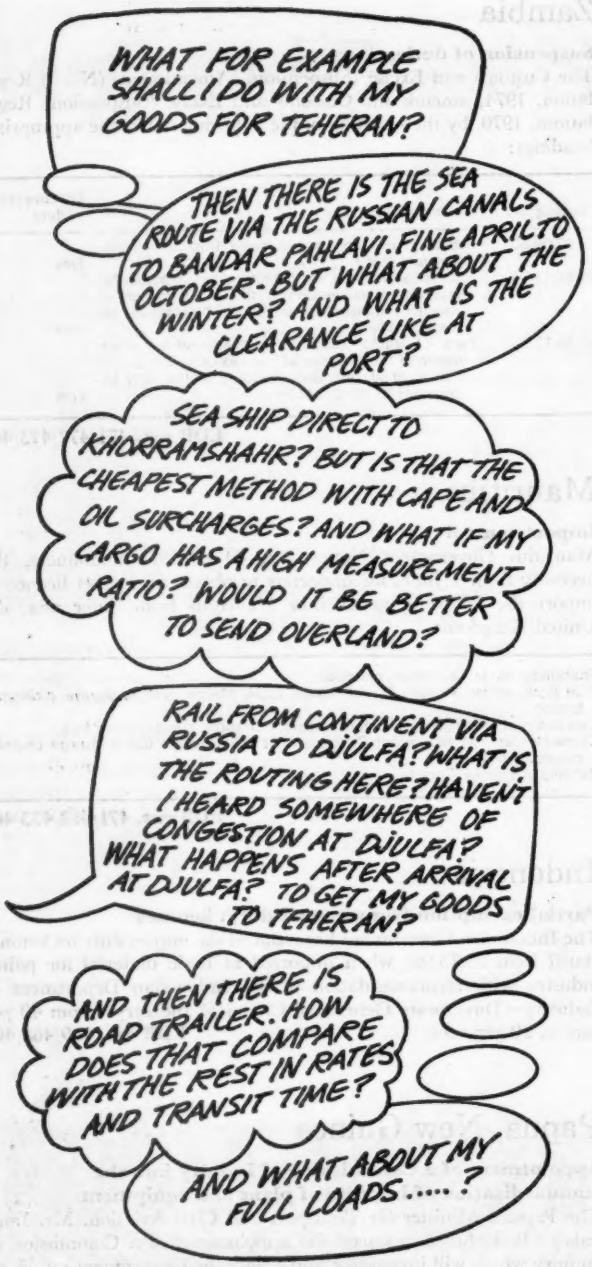
WHAT FOR EXAMPLE SHALL I DO WITH MY GOODS FOR TEHERAN?
THEN THERE IS THE SEA ROUTE VIA THE RUSSIAN CANALS TO BANDAR PAHLAVI. FINE APRIL TO OCTOBER - BUT WHAT ABOUT THE WINTER? AND WHAT IS THE CLEARANCE LIKE AT PORT?
SEA SHIP DIRECT TO KHORRAMSHAHR? BUT IS THAT THE CHEAPEST METHOD WITH CAPE AND OIL SURCHARGES? AND WHAT IF MY CARGO HAS A HIGH MEASUREMENT RATIO? WOULD IT BE BETTER TO SEND OVERLAND?
RAIL FROM CONTINENT VIA RUSSIA TO DJULFA? WHAT IS THE ROUTING HERE? HAVEN'T I HEARD SOMEWHERE OF CONGESTION AT DJULFA? WHAT HAPPENS AFTER ARRIVAL AT DJULFA? TO GET MY GOODS TO TEHERAN?
AND THEN THERE IS ROAD TRAILER. HOW DOES THAT COMPARE WITH THE REST IN RATES AND TRANSIT TIME?
AND WHAT ABOUT MY FULL LOADS..... ?

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T1/5

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# LIBYAN ARAB REPUBLIC

## MINISTRY OF FINANCE

### INTERNATIONAL TENDERS NOTICE

**A—Tender No. 12/74**
Project of Construction of the Main and Secondary Runways and Associated Works at Sebha International Airport.

**B—Tender No. 13/74**
Project of Construction of Buildings, Hangar, Fuel Depot and Associated Works at Sebha International Airport.

The Central Tenders Board invites specialised companies to submit their offers for the above-mentioned Tenders. Each Tender is one indivisible part and Tenderers may participate in one or both Tenders.

Tender documents and specifications may be obtained from the Civil Aviation Department, El-Saidi Street, Tripoli, against an un-refundable fee of Two Hundred Libyan Dinars.

Tenders to be submitted in wax sealed envelopes bearing the number and subject of the Tender and addressed to:

**Chairman of the Central Tenders Board,
Ministry of Finance,
Soliman El-Barouni Street,
Tripoli,
Libyan Arab Republic.**

Each Tender to be accompanied by a preliminary deposit of One Hundred Thousand Libyan Dinars. Closing date 21st October, 1974.

it also creates insoluble problems in maintaining adequate stocks of spare parts at reasonable prices. 'It stands to reason,' the Minister said, 'that it is easier to keep large stocks of spare parts if the whole country is using only one model of a truck, rather than, as is present practice, importing dozens of models and makes of trucks of identical capacity and similar performance. On the other hand standardisation on only one model of a truck could create a near-monopoly situation which may be disadvantageous to our national interest.'

The Minister felt that if the work of the Commission resulted in nothing more than bringing about an improvement in the availability of reasonably priced spare parts for the trucks and utilities owned by the villagers, the appointment of the Commission would have been fully justified. Ref. CRE 25722. **CRE ext. 5318/5319**

## Australia

**Measuring, checking, precision instruments and apparatus, etc. clocks and watches, etc.: Industries Assistance Commission inquiry.**

The Australian Prime Minister has referred the following matter to the Industries Assistance Commission for inquiry and report in accordance with Section 23 of the Industries Assistance Commission Act 1973:

Whether the Australian Government should accord assistance for the production in Australia of instruments, apparatus and equipment, and other goods, and parts and accessories therefor, which fall within:

a sub-item 90.01.1, 90.01.2, 90.01.4 or 90.01.9;
b item 90.02;
c item 90.05;
d item 90.06;
e sub-item 90.07.1 except cameras and parts therefor of a type used within the graphic arts industries for the production of line, continuous tone and half-tone images from reflection or transparent copy;
f sub-item 90.08.1 or 90.08.2;
g sub-item 90.09.1;
h item 90.11;
i item 90.12;
j sub-item 90.13.1, 90.13.2, 90.13.3 or 90.13.9;
k sub-item 90.14.1 or 90.14.9;
l item 90.15;
m item 90.16;
n item 90.17;
o item 90.18;
p sub-item 90.19.1 except hearing aids and parts therefor, 90.19.2 or 90.19.3;
q item 90.21;
r item 90.22;
s item 90.23;
t sub-item 90.24.1 or 90.24.2, paragraph 90.24.91, 90.24.92, 90.24.93, 90.24.94, 90.24.96, or 90.24.99;
u item 90.25;
v sub-item 90.26.1 or 90.26.2;
w sub-item 90.27.1 or 90.27.9;
x sub-item 90.28.1, paragraph 90.28.21, 90.28.22, 90.28.23, 90.28.24 or 90.28.25, sub-paragraph 90.28.261, 90.28.263, 90.28.264, 90.28.265, 90.28.267, 90.28,268 or 90.28.269, paragraph 90.28.27 or 90.28.28, sub-item 90.28.3, subparagraph 90.28.912 or 90.28.919 or paragraph 90.28.99;
y item 90.29 except parts and accessories designed solely or principally for goods of a kind which fall within sub-item 90.26.3, 90.27.2 or 90.27.3; or
z an item falling within Chapter 91,

of the First Schedule to the Customs Tariff 1966-73 and, if so, what should be the nature and extent of the assistance.

Tariff details of the above-mentioned goods may be obtained from Overseas Tariffs and Regulations Section, Export Data Branch (EDB ext. 468/469/401).

**CRE** Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. 01-222 7877

**EDB** Export Data Branch, Export Services Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757

UK trade associations or firms intending to submit evidence to the Industries Assistance Commission should so advise the Secretary, Industries Assistance Commission, Kings Avenue, Canberra, ACT 2600, Australia, without delay by air mail. Interested parties should indicate the goods with which they are concerned and whether, in their evidence at the public hearing(s), they will be seeking the continuation of the current rate(s) of duty or a change in these rates.

Evidence may be submitted to the Industries Assistance Commission either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. Ref. CRE 1036/74. **CRE ext. 5318/5319**

**Building materials: Industries Assistance Commission inquiry**

A notice in *Trade and Industry*, 26 April 1973, reported a reference to the Industries Assistance Commission on whether building materials should be admitted under By-Law. The Commission has completed its inquiry and the Government is expected to announce its decision shortly. Full details will be published as soon as possible.

Ref. CRE 1073/74. **CRE ext. 5318/5319**

## New Zealand

**Drug Tariff 1974**

The New Zealand Government has issued the Drug Tariff 1974 which came into force on 1 August 1974. Loan copies are available from OTAR section, Export Data Branch. **EDB ext. 401/468/469**

Members of a New Zealand trade mission learn how to pack handsaws during a visit to the factory of Footprint Tools Ltd., Sheffield. Mr. N. G. Milne (left) is general manager of Ashby Bergh and Co. Ltd., Christchurch, and Mr. H. Norval is senior buyer of Farmers Wholesale Ltd., Auckland.

# Fiji

**Tariff changes**

The Fijian Government has issued Customs Tariff Ordinance (Amendment) (No. 5) Order 1974 which came into force on 16 May 1974. The First Schedule to the Customs Tariff Ordinance was amended as follows:

| | Importy duty | | Export duty |
|---|---|---|---|
| | Fiscal | Customs | |
| (*a*) substituting the following item for item 84.22.00.00: 84.22 Lifting, handling, loading or unloading machinery, telphers and conveyors (for example, lifts, hoists, winches, cranes, transporter cranes, jacks, pulley tackle, belt conveyors and teleferics), not being machinery falling within heading No. 84.23. | | | |
| 84.22.00.01 Self propelled mobile cranes | 7½% | 5% | Free |
| 84.22.00.09 Other | 5% | 5% | Free |
| (*b*) adding a semi-colon and the words 'crane lorries' immediately after the words 'spraying lorries' in the last line of item 87.03.00.02: | | | |
| (*c*) substituting the following item for item 93.05.00.00: 93.05 Arms of other descriptions, including air, spring and similar pistols, rifles and guns. | | | |
| 93.05.00.01 Underwater spear guns | 10% | 7½% | Nil |
| 93.05.00.09 Other | 25% | 7½% | Nil |
| (*d*) substituting the following item for item 93.06.00.00: 93.06 Parts of arms, including gun barrel blanks, but not including parts of sidearms. | | | |
| 93.06.00.01 Parts of underwater spear guns | 10% | 7½% | Nil |
| 93.06.00.09 Other | 25% | 7½% | Nil |
| (*e*) substituting the figure and symbol '5%' for the figure and symbol '7½%' in the third column of Code III in Part 2. (Concessions on lifebelts, lifebuoys etc.) | | | |

**EDB ext. 469/468/401**

# Canada

**Sale of drugs**

The Canadian Department of Health and Welfare has issued Information Letter No. 423 which is a reminder of the regulations for the sale of drugs without prescription. Under Section C.01.043 of the Food and Drug Regulations, the drugs listed in Schedule F may only be sold to:

drug manufacturers
practitioners
wholesale druggists
registered pharmacists
hospitals certified by the Department of Health and Welfare
Government Departments, both national and provincial
any person having an Order from the Director.

Full details are available. **EDB ext. 455/456/457**

**Food and Drug Regulations amendments**

The Department of National Health and Welfare has released amendments to the current Food and Drug Regulations.

The amendments are concerned with the labelling of sugar-free foods; the disclosure on labels of the sodium and potassium content of foods; the regulations dealing with foods for special dietary use, and tomato and bean products. **EDB ext. 455/456/457**

# United States

**Import surcharge of 1971: Customs Court decision**

The US Customs Court in New York has decided that the 10 per cent import surcharge imposed by the Administration in August 1971 was illegal. However, it is expected that the Administration will appeal against this decision and that the legal proceedings are likely to be protracted and may last for another two years.


## Advertising in 'Trade and Industry'

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room C70, Atlantic House, Holborn Viaduct, London EC1P 1BN (Tel. 01-248 9876 ext. 6147).


## Registered trade marks

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

It is not known at this stage what the procedures for claiming a refund will be if the final decision goes against the Administration, but prospective claimants are advised to safeguard all records on payments of the surcharge, whether or not they entered protests on surcharge liquidation. Further details are available. **CRE ext. 5629**

**Golf gloves**

The US Tariff Commission has announced that the Section 337 investigation hearings on golf gloves will resume on 23 August. Requests to appear at the hearings must be made to the Commission by 19 August. **CRE ext. 5397**

# Barbados

**Alcoholic beverages, lubricating oil: duty reduced**

The Barbados authorities by SI 1974 No. 167 have reduced the rates of import duty on the following items contained in the First Schedule to the Customs Act:

| Item no. | Class or description of goods | Rate of duty | |
|---|---|---|---|
| | | Preferential | General |
| 22.03 | Beer made from malt | $4.25 | $4.58 |
| 22.05.2 | Sparkling wines | $16.66 | $20.83 |
| 22.07 | Other fermented beverages (for example, cider, perry and mead) | $0.83 | $1.66 |
| 22.09.1 | Brandy in bottle of a strength not exceeding 80% proof spirit | $41.66 | $43.33 |
| 22.09.2 | Other brandy | $49.16 | $50.83 |
| 22.09.3 | Rum in bottle of a strength not exceeding 80% proof spirit | $43.33 | $49.16 |
| 22.09.4 | Other rum | $51.66 | $59.16 |
| 22.09.5 | Whisky in bottle of a strength not exceeding 80% proof spirit | $44.16 | $45.83 |
| 22.09.6 | Other whisky | $50.00 | $52.50 |
| 22.09.7 | Gin in bottle of a strength not exceeding 80% proof spirit | $45.00 | $46.66 |
| 22.09.8 | Other gin | $51.66 | $55.83 |
| 22.09.9 | Other | $51.66 | $55.83 |
| 27.10.4 | Lubricating oil | $0.33 | $0.41 |

**EDB ext. 7312/456/457**

# British Virgin Islands

**Customs tariff revised**

The British Virgin Islands authorities have repealed the Customs Duty Ordinance and replaced it by the revised Customs Duty Ordinance No 2 of 1974, which came into operation on 1 May 1974. It incorporates the revised customs tariff based on the BTN system. All UK preference rates have been abolished. The Customs Surcharge Ordinance has been repealed. **EDB ext. 7312/456/457**

## Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

# Statistics

## The economy: selected indicators

**Series expressed as index numbers and seasonally adjusted except where shown otherwise**

| | Gross domestic product (average estimate) | Consumers expenditure | Fixed capital expenditure | | | Changes in stocks | | | | Balance of payments | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Total | of which: Manufacturing industry | of which: Distributive and service industries | Total | of which: Manufacturing industry | of which: Wholesalers | of which: Retailers | Current balance | Visible balance | Invisible balance |
| | at 1970 prices | | at 1970 prices | | | at 1970 prices | | | | at current prices | | |
| Base of index | 1970 | 1970 | 1970 | 1970 | 1970 | | | | | | | |
| £m in base year | | 31,404 | 9,223 | 2,129 | 2,087 | series in £ million | | | | series in £ million | | |
| 1969 | 99 | 98 | 98 | 93 | 92 | 416 | 320 | 42 | 13 | 445 | −143 | 588 |
| 1970 | 100 | 100 | 100 | 100 | 100 | 257 | 175 | 68 | 38 | 692 | −9 | 701 |
| 1971 | 101 | 103 | 100 | 92 | 101 | −7 | −218 | 52 | 21 | 1,073 | 285 | 788 |
| 1972 | 104 | 109 | 102 | 83 | 111 | −394 | −498 | 28 | 22 | 114 | −677 | 791 |
| 1973 | 109 | 114 | 107 | 89 | 116 | 627 | 433 | 38 | 227 | −1,286 | −2,375 | 1,089 |
| 1971 3rd qtr. | 102 | 104 | 101 | 92 | 105 | −18 | 67 | 9 | 15 | 380 | 172 | 208 |
| 4th qtr. | 102 | 105 | 101 | 88 | 102 | — | −47 | 3 | 21 | 248 | 60 | 188 |
| 1972 1st qtr. | 101 | 106 | 103 | 88 | 105 | −131 | −156 | 15 | −9 | 71 | −121 | 192 |
| 2nd qtr. | 104 | 108 | 102 | 84 | 110 | −100 | −145 | −12 | 40 | 112 | −64 | 176 |
| 3rd qtr. | 104 | 110 | 102 | 81 | 110 | −83 | −125 | 4 | −8 | −116 | −284 | 163 |
| 4th qtr. | 106 | 111 | 102 | 81 | 118 | −80 | −72 | 22 | −1 | +2 | −208 | 210 |
| 1973 1st qtr. | 109 | 115 | 109 | 88 | 123 | 242 | 168 | 18 | 31 | −146 | −351 | 205 |
| 2nd qtr. | 109 | 113 | 102 | 84 | 107 | 188 | 66 | −16 | 154 | −188 | −399 | 211 |
| 3rd qtr. | 110 | 114 | 109 | 91 | 116 | 102 | 46 | 18 | 22 | −291 | −606 | 315 |
| 4th qtr. | 109 | 114 | 108 | 93 | 120 | 95 | 99 | 18 | 20 | −661 | −1,019 | 358 |
| 1974 1st qtr. | 106 | 112 | 109 | 99 | 110 | −265 | −105 | 2 | −64 | −979 | −1,288 | 309 |
| % change last 2 qtrs. on prev. 2 qtrs. | −1.7 | +0.1 | +2.6 | +9.2 | +3.1 | | | | | | | |
| on a year earlier | N/C | +3.0 | +2.6 | +13.0 | −4.6 | | | | | | | |

| | Index of industrial production | | Personal expenditure | | Prices and costs | | | | | Labour | | | | Trade§ | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total all industries | Total manufacturing industries | Retail sales | Cars: new registrations | Index of retail prices | | Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡ | Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡ | Basic hourly wage rates of manual workers (all industries and services)‡ | Unemployed excluding school leavers and adult students | | Unfilled vacancies for adults | | Exports | Imports |
| | | | | monthly averages | Index‡ | % increase on a year earlier | | | | mid-month count | % of total employees | mid-month count | | monthly averages | |
| Base of index | 1970 | 1970 | 1971 | | Jan 16, 1962 | | 1970 | 1970 | July 31, 1972 | | | | | Series in | |
| £m in base year | | | 15,895 | thousands | | | | | | thousands | | thousands | | £ million | |
| 1970 | 100.0 | 100.0 | 99.0 | 91.4 | 140.2 | 6.4 | 100.0 | 100.0 | 78.5 | 568 | 2.5 | 186 | | 658 | 659 |
| 1971 | 100.4 | 99.6 | 100.0 | 108.5 | 153.4 | 9.4 | 104.6 | 109.0 | 88.9 | 737 | 3.2 | 129 | | 733 | 709 |
| 1972 | 102.4 | 102.0 | 105.8 | 138.6 | 164.3 | 7.1 | 109.2 | 114.8 | 101.4 | 816 | 3.6 | 145 | | 761 | 818 |
| 1973 | 109.8 | 110.3 | 110.7 | 137.3 | 179.4 | 9.2 | 144.1 | 123.2• | 115.5 | 581 | 2.6 | 304 | | 953 | 1,151 |
| 1972 3rd qtr. | 103.0 | 102.4 | 107.2 | 139 | 165.4 | 6.5 | 109.4 | 115.6 | 102.2 | 808 | 3.6 | 147 | | 684 | 779 |
| 4th qtr. | 105.9 | 105.7 | 109.5 | 144 | 169.4 | 7.7 | 115.6 | 118.0 | 107.8 | 750 | 3.3 | 179 | | 871 | 940 |
| 1973 1st qtr. | 110.4 | 110.7 | 111.8 | 152 | 172.4 | 8.0 | 126.0 | 119.5 | 108.8 | 667 | 2.9 | 228 | | 878 | 995 |
| 2nd qtr. | 109.4 | 109.4 | 108.0 | 136 | 177.9 | 9.3 | 133.4 | 120.1• | 112.6 | 605 | 2.6 | 289 | | 931 | 1,064 |
| 3rd qtr. | 110.3 | 110.9 | 110.5 | 143 | 180.2 | 9.2 | 150.5 | 124.2 | 118.4 | 562 | 2.5 | 334 | | 995 | 1,197 |
| 4th qtr. | 109.2 | 110.3 | 112.3 | 119 | 186.8 | 10.3 | 167.2 | 129.1 | 120.9 | 489 | 2.2 | 364 | | 1,008 | 1,348 |
| 1974 1st qtr. | 103.0 | 105.3 | 110.1 | 103 | 101.4† | 12.9 | 206.4 | 138.4 | 124.9 | 543 | 2.4 | 285 | | 1,124 | 1,557 |
| 2nd qtr. | | | 107.1 | 104 | 107.5 | 15.8 | 209.2 p | 148.6 p | 130.8 | 552 | 2.4 | 309 | | 1,292 | 1,748 |
| 1973 June | 110.1 | 111.1 | 110.1 | 135 | 178 9 | 9.3 | 137.2 | 121.3 | 115.6 | 593 | 2.6 | 304 | | 960 | 1,198 |
| July | 110.4 | 110.7 | 110.6 | 147 | 179.7 | 9.4 | 145.1 | 122.7 | 116.0 | 581 | 2.6 | 324 | | 961 | 1,145 |
| Aug. | 109.7 | 110.4 | 110.8 | 153 | 180.2 | 8.9 | 152.4 | 124.1 | 119.7 | 563 | 2.5 | 330 | | 980 | 1,206 |
| Sept. | 110.8 | 111.6 | 110.2 | 129 | 181.8 | 9.3 | 154.1 | 125.8 | 120.0 | 542 | 2.4 | 349 | | 1,043 | 1,239 |
| Oct. | 111.3 | 112.0 | 111.7 | 127 | 185.4 | 9.9 | 161.4 | 127.7 | 120.3 | 512 | 2.3 | 363 | | 982 | 1,385 |
| Nov. | 110.1 | 111.8 | 112.3 | 126 | 186.8 | 10.3 | 165.5 | 129.0 | 121.0 | 486 | 2.2 | 368 | | 1,022 | 1,304 |
| Dec. | 106 3 | 107.1 | 112.9 | 103 | 188.2 | 10.6 | 174.8 | 130.6 | 122.0 | 470 | 2.1 | 362 | | 1,019 | 1,354 |
| 1974 Jan. | 100.0 | 100.8 | 109.5 | 93 | 191.8 | 12.0 | 203.0 | 134.1 | 123.7 | 535 | 2.4 | 304 | | 1,012 | 1,396 |
| Feb. | 102.9 | 106.8 | 110.3 | 109 | 101.7† | 13.2 | 207.0 | 138.5 | 124.7 | 549 | 2.4 | 278 | | 1,153 | 1,597 |
| Mar. | 106.1 | 108.3 | 110.4 | 106 | 102.6 | 13.5 | 209.1 | 142.2 | 126.4 | 545 | 2.4 | 274 | | 1,208 | 1,678 |
| Apr. | 108.4 | 109.9 | 107.9 | 96 | 106.1 | 15.2 | 209.9 | 146.3 | 127.0 | 546 | 2.4 | 297 | | 1,254 | 1,672 |
| May | 108.6 | 108.7 | 105.4 | 105 | 107.6 | 15.9 | 210.0 p | 148.8 p | 130.7 | 548 | 2.4 | 314 | | 1,278 p | 1,759 p |
| June | | | 108.1 | 111 | 108.7 | 16.5 | 207.8 p | 150.7 p | 134.6 | 561 | 2.5 | 317 | | 1,345 p | 1,813 p |
| July | | | | | | | | | | 582 p | 2.6 p | 317 | | | |
| % change latest 3 months on prev. 3 months | +4.5 | +3.9 | −2.7 | + 1.3 | +5.9 | | +1.3 | +7.4 | +4.2 | +3.1 | | +11.8 | | +14.9 | +12.3 |
| on a year earlier | −2.3 | −0.9 | −0.6 | −23.3 | +15.9 | | +56.8 | +23.7 | +14.8 | −4.9 | | +3.2 | | +38.8 | +64.3 |

(‡) Not seasonally adjusted. (§) On a balance of payments basis. • After April 1973, affected by changes due to VAT. † Base of index Jan 1974 = 100.

# Activity in the chemicals industry

**THE NEW DATA BASE**

This article introduces several re-based statistical series for the chemicals industry. Table 1 includes new series of the output of the industry, the indices for the various sectors of the industry being based on the volume of sales of the products characteristic of the sector. For example, the index for organic chemicals is based on the sales of organic chemicals deflated by the appropriate price indices. In this respect the indices of output for the various sectors are different from those published previously and those which are used to compile the index of production for the chemicals industry as a whole. For the latter the indicator used for each sector is the total deflated sales of the establishments classified to that sector of the industry, which comprise therefore all types of products manufactured and sold by these establishments, whether or not they are typical of the sector. When the two series of data are aggregated for the chemical industry as a whole they do however show similar movements and to avoid the confusion that could arise from publishing two separate series, that shown for Order V as a whole is the component of the index of industrial production.

For the various sectors however there are several advantages in using the sales of the groups of products characteristic of each sector rather than those of groups of establishments. The only available figures for some of the earlier years are of production of groups of products and continuity is thus facilitated. Commodity based series are moveover more intelligible and useful for market analysis than industry based data.

The source of most of the sales figures used in compiling these indices is the system of quarterly sales inquiries conducted by the Business Statistics Office in Newport, the results of which are available in the Business Monitor series.

Home market prices (Table 4) are now based on 1970, and the weights used in compiling the various indices are the volume of sales of the commodities or groups of commodities in that year.

The series of capital expenditure figures are now expressed at constant (1970) prices.

The figures of employment supplied by the Department of Employment are significantly different from those published previously. They are now based on the Census of Employment and are on a continuous basis since 1971. The figures published in Table 6 are from September 1972 onwards but figures for earlier years are available on request.

**Symbols used in all statistical tables**

| | |
|---|---|
| . . not available | r revised |
| — nil or less than half | * five week period |
| the final digit shown | # fifty-three week period |
| p provisional | |

**RECENT TRENDS**

**Output (Table 1)**

Output of the chemicals industry (Order V of the SIC) rose by 11.8 per cent between 1972 and 1973. This is the fastest annual rate of growth since the present series began in 1963.

The chemicals industry supplies a wide range of other industries such as packaging materials, synthetic fibres and plastic materials and the high rate of growth recorded in 1973 therefore reflects the sharp growth in gross domestic product last year. Despite the rapid increase in the output of chemicals there were many reports of shortages of plastics materials and synthetic fibres.

The demand for chemicals in the international market was also high. This led to two important developments (a) the market for exports was favourable so that output received an additional boost from the large volume of exports in 1973 – and in 1974 – (b) chemicals prices abroad were higher than in the UK where they were subject to price control, so that there was an additional incentive to export.

Most sectors enjoyed a growth in output far higher than the long-term average but the sales of soap and detergents and dyestuffs were exceptional in their relatively low rate of growth.

Despite the imposition of the three-day week for much of industry the output of the chemicals industry rose by about 4 per cent between

**TABLE 1 Commodity sales and output**

Index numbers 1970 = 100

| Commodity sales | 1968 MLH | 1966 | 1967 | 1968 | 1969 | 1970 | 1971 | 1972 | 1973 | 1972 (b) 3rd qtr. | 1972 (b) 4th qtr. | 1973 (b) 1st qtr. | 1973 (b) 2nd qtr. | 1973 (b) 3rd qtr. | 1973 (b) 4th qtr. | 1974 (a) (b) 1st qtr. | % Growth rates p.a. 1966/73 | % Growth rates p.a. 1972/73 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| General chemicals | 271 | 79 | 83 | 90 | 97 | 100 | 104 | 110 | 131 | 108 | 118 | 129 | 131 | 134 | 132 | 144 | 7.5 | 19.1 |
| Inorganic chemicals | 271/1 | 95 | 97 | 101 | 101 | 100 | 99 | 99 | 109 | 97 | 104 | 109 | 110 | 109 | 108 | 111 | 2.0 | 10.1 |
| Organic chemicals | 271/2 | 69 | 73 | 81 | 94 | 100 | 107 | 121 | 149 | 118 | 137 | 145 | 146 | 153 | 153 | 171 | 11.6 | 23.1 |
| Other chemicals | 271/3 | 78 | 84 | 92 | 97 | 100 | 106 | 108 | 135 | 108 | 113 | 133 | 133 | 140 | 136 | 146 | 8.2 | 25.0 |
| Pharmaceuticals chemicals and preparations | 272 | 67 | 70 | 77 | 89 | 100 | 101 | 106 | 122 | 106 | 111 | 119 | 120 | 125 | 123 | 133 | 9.0 | 15.1 |
| Toilet preparations | 273 | 95 | 98 | 98 | 97 | 100 | 106 | 112 | 122 | 116 | 108 | 111 | 125 | 121 | 130 | 131 | 3.6 | 8.9 |
| Paint | 274 | 85 | 89 | 93 | 95 | 100 | 108 | 116 | 129 | 116 | 114 | 141 | 124 | 125 | 127 | 134 | 6.1 | 11.2 |
| Soap and detergents | 275 | 97 | 96 | 98 | 101 | 100 | 100 | 109 | 111 | 106 | 111 | 116 | 108 | 108 | 113 | 115 | 1.9 | 1.8 |
| Synthetic resins and plastics materials | 276/1 | 71 | 77 | 89 | 102 | 100 | 101 | 111 | 134 | 112 | 116 | 130 | 134 | 135 | 140 | 135 | 9.5 | 20.7 |
| Synthetic rubber | 276/2 | 64 | 68 | 77 | 93 | 100 | 91 | 100 | 130 | 81 | 116 | 121 | 138 | 122 | 138 | 111 | 10.7 | 30.0 |
| Dyestuffs and pigments | 277 | 80 | 80 | 88 | 93 | 100 | 97 | 107 | 111 | 108 | 108 | 108 | 110 | 112 | 114 | 107 | 4.8 | 3.7 |
| Fertilisers | 278 | 93 | 101 | 102 | 95 | 100 | 106 | 87 | 96 | 98 | 48 | 85 | 75 | 115 | 107 | 106 | 0.4 | 10.3 |
| Other chemical industries | 279 | 92 | 98 | 97 | 97 | 100 | 103 | 109 | 120 | 107 | 116 | 117 | 116 | 121 | 126 | 119 | 3.8 | 10.1 |
| Total output | Order V | 79.1 | 83.3 | 89.8 | 95.0 | 100.0 | 102.2 | 108.0 | 120.9 | 107.4 | 112.6 | 120.0 | 119.4 | 121.2 | 123.1 | 128.1 | 6.2 | 11.8 |
| Total all manufacturing industry | | 89.2 | 89.8 | 95.8 | 99.6 | 100.0 | 99.6 | 102.0 | 110.3 | 102.4 | 105.7 | 110.7 | 109.4 | 110.9 | 110.3 | 105.3 | 3.1 | 8.1 |

(a) Part estimated (b) Seasonally adjusted

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## TABLE 2 Imports of the chemical industry: current prices

£ million

| | Inorganic chemicals | Organic chemicals | Other chemicals | Pharm. chems. and preps. | Toilet prepara-tions | Paint | Soap and deter-gents | Synthetic resins | Synthetic rubber | Dyestuffs and pigments | Ferti-lisers | Products of other chemical industries | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 271/1 | 271/2 | 271/3 | 272 | 273 | 274 | 275 | 276/1 | 276/2 | 277 | 278 | 279 | |
| 1963 | 18.5 | 54.7 | 32.1 | 8.4 | 2.0 | 1.9 | 4.0 | 42.6 | 10.8 | 11.2 | 20.1 | 12.0 | 218.4 |
| 1964 | 26.0 | 71.0 | 38.0 | 8.9 | 2.7 | 2.2 | 3.3 | 53.5 | 11.7 | 14.9 | 18.8 | 14.2 | 265.1 |
| 1965 | 29.4 | 86.0 | 43.4 | 13.4 | 2.8 | 2.4 | 3.6 | 53.6 | 10.0 | 15.3 | 19.6 | 15.6 | 295.1 |
| 1966 | 33.1 | 85.4 | 43.2 | 16.4 | 3.2 | 2.7 | 5.0 | 58.4 | 11.1 | 15.7 | 17.9 | 17.1 | 309.2 |
| 1967 | 38.0 | 95.4 | 44.2 | 17.5 | 3.3 | 3.4 | 5.7 | 64.2 | 13.0 | 17.9 | 26.3 | 13.0 | 347.9 |
| 1968 | 46.8 | 118.1 | 59.1 | 21.8 | 4.4 | 4.5 | 7.5 | 81.3 | 14.6 | 24.8 | 29.2 | 22.8 | 434.9 |
| 1969 | 56.9 | 136.4 | 66.6 | 29.1 | 4.6 | 4.8 | 6.7 | 91.4 | 16.8 | 25.0 | 24.2 | 24.1 | 486.6 |
| 1970 | 70.5 | 160.7 | 71.7 | 38.4 | 5.1 | 5.5 | 5.8 | 109.0 | 18.8 | 26.7 | 23.1 | 30.6 | 565.9 |
| 1971 | 68.3 | 147.3 | 82.5 | 42.2 | 6.2 | 5.9 | 9.4 | 116.5 | 20.5 | 35.7 | 25.9 | 34.9 | 595.2 |
| 1972 | 74.6 | 160.6 | 102.7 | 49.1 | 9.0 | 5.5 | 12.6 | 140.1 | 20.7 | 39.2 | 32.9 | 39.9 | 686.9 |
| 1973 | 96.7 | 236.9 | 125.9 | 74.3 | 15.1 | 7.7 | 14.2 | 199.3 | 27.0 | 54.5 | 35.2 | 55.3 | 942.0 |
| 1969 1st quarter | 13.0 | 30.7 | 17.7 | 6.3 | 0.8 | 1.0 | 1.6 | 20.3 | 3.9 | 6.5 | 8.0 | 6.0 | 115.8 |
| 2nd quarter | 15.2 | 34.6 | 16.8 | 7.1 | 1.2 | 1.3 | 1.7 | 24.9 | 4.6 | 6.8 | 5.7 | 6.3 | 128.2 |
| 3rd quarter | 14.3 | 35.0 | 15.4 | 7.7 | 1.4 | 1.3 | 1.7 | 23.4 | 4.1 | 5.7 | 6.1 | 6.3 | 122.4 |
| 4th quarter | 14.4 | 36.0 | 16.7 | 8.0 | 1.1 | 1.3 | 1.6 | 22.8 | 4.2 | 8.0 | 4.4 | 5.6 | 122.1 |
| 1970 1st quarter | 17.3 | 37.6 | 16.9 | 9.6 | 0.0 | 1.3 | 1.3 | 25.1 | 4.5 | 5.7 | 7.3 | 8.1 | 135.5 |
| 2nd quarter | 17.3 | 40.5 | 19.4 | 8.8 | 1.4 | 1.5 | 1.6 | 28.1 | 5.2 | 8.7 | 4 4 | 7.7 | 142.8 |
| 3rd quarter | 16.7 | 40.4 | 17.0 | 9.1 | 1.6 | 1.6 | 1.4 | 27.3 | 4.0 | 7.5 | 4.9 | 7.7 | 139.2 |
| 4th quarter | 19.2 | 42.2 | 18.5 | 10.9 | 1.2 | 1.1 | 1.5 | 28.4 | 5.0 | 6.8 | 6.5 | 7.2 | 148.4 |
| 1971 1st quarter | 18.0 | 40.2 | 20.2 | 10.3 | 1.3 | 1.3 | 1.9 | 28.3 | 4.6 | 9.2 | 8.9 | 9.9 | 153.9 |
| 2nd quarter | 18.6 | 36.4 | 21.8 | 10.8 | 1.8 | 1.4 | 2.6 | 29.7 | 5.3 | 9.5 | 5.1 | 9.0 | 152.1 |
| 3rd quarter | 13.9 | 35.3 | 21.7 | 9.9 | 1.8 | 1.6 | 2.5 | 30.7 | 5.6 | 8.3 | 6.0 | 8.2 | 145.4 |
| 4th quarter | 17.8 | 35.4 | 18.9 | 11.2 | 1.3 | 1.6 | 2.4 | 27.8 | 5.0 | 8.7 | 6.0 | 7.7 | 143.8 |
| 1972 1st quarter | 18.3 | 38.8 | 28.3 | 11.2 | 1.7 | 1.3 | 4.2 | 33.9 | 4.9 | 9.8 | 9.8 | 10.4 | 172.6 |
| 2nd quarter | 19.4 | 37.3 | 28.1 | 11.2 | 2.0 | 1.4 | 2.6 | 34.8 | 5.3 | 9.8 | 10.5 | 10.4 | 172.7 |
| 3rd quarter | 16.5 | 37.2 | 22.4 | 12.5 | 2.3 | 1.2 | 2.6 | 33.8 | 4.8 | 9.5 | 4.8 | 9.1 | 156.8 |
| 4th quarter | 20.3 | 47.2 | 23.9 | 14.2 | 3.0 | 1.5 | 3.3 | 37.7 | 5.7 | 10.1 | 7.8 | 10.1 | 184.8 |
| 1973 1st quarter | 24.4 | 47.6 | 28.6 | 15.6 | 2.5 | 1.8 | 3.2 | 43.6 | 6.0 | 12.6 | 12.1 | 13.8 | 211.7 |
| 2nd quarter | 23.0 | 54.3 | 26.8 | 17.3 | 3.9 | 1.8 | 3.6 | 46.0 | 7.1 | 13.3 | 7.6 | 13.0 | 217.7 |
| 3rd quarter | 23.7 | 62.8 | 32.7 | 21.1 | 4.4 | 2.0 | 3.6 | 51.6 | 6.7 | 14.8 | 7.5 | 14.0 | 244.8 |
| 4th quarter | 25.6 | 72.2 | 37.8 | 20.4 | 4.3 | 2.1 | 3.8 | 58.2 | 7.2 | 13.7 | 8.0 | 14.5 | 267.7 |
| 1974 1st quarter | 32. 7 | 104.1 | 42.1 | 24.4 | 4.8 | 4.6 | 4.6 | 79.1 | 8.3 | 18.7 | 12.3 | 22.9 | 358.6 |

## TABLE 3 Exports of the chemical industry: current prices

£ million

| | Inorganic chemicals | Organic chemicals | Other chemicals | Pharm. chems. and preps. | Toilet prepara-tions. | Paint | Soap and deter-gents | Synthetic resins | Synthetic rubber | Dyestuffs and pigments | Fertilisers | Products of other chemical industries | Of which: Pesticides | Photo-graphic materials | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 271/1 | 271/2 | 271/3 | 272 | 273 | 274 | 275 | 276/1 | 276/2 | 277 | 278 | 279 | 279/4 | 279/7 | |
| 1963 | 34.7 | 58.3 | 57.0 | 50.9 | 10.7 | 14.0 | 15.2 | 61.0 | 7.2 | 30.3 | 4.9 | 47.2 | 10.5 | 13.4 | 391.4 |
| 1964 | 38.6 | 65.2 | 63.7 | 56.4 | 11.3 | 14.3 | 15.3 | 71.2 | 7.8 | 35.6 | 5.9 | 51.8 | 12.1 | 14.7 | 437.1 |
| 1965 | 42.5 | 64.8 | 70.9 | 63.6 | 12.0 | 14.0 | 15.3 | 79.8 | 9.2 | 35.6 | 8.1 | 54.3 | 11.9 | 16.4 | 470.0 |
| 1966 | 41.9 | 69.7 | 74.3 | 70.4 | 13.0 | 14.1 | 14.9 | 86.0 | 10.7 | 36.8 | 7.8 | 60.3 | 15.0 | 17.2 | 498.7 |
| 1967 | 41.4 | 75.4 | 77.5 | 75.2 | 14.0 | 13.4 | 16.2 | 91.5 | 10.0 | 37.5 | 8.4 | 63.6 | 17.0 | 19.1 | 524.0 |
| 1968 | 50.1 | 99.3 | 93.9 | 92.6 | 17.3 | 16.3 | 18.6 | 107.0 | 14.1 | 45.1 | 7.5 | 82.9 | 21.0 | 27.3 | 644.7 |
| 1969 | 51.3 | 109.8 | 109.5 | 112.9 | 20.4 | 17.6 | 22.5 | 124.1 | 17.5 | 50.1 | 6.4 | 99.0 | 26.2 | 33.5 | 740.1 |
| 1970 | 61.5 | 135.7 | 127.0 | 134.1 | 22.4 | 19.5 | 23.5 | 139.1 | 19.8 | 53.6 | 4.8 | 105.0 | 26.5 | 39.8 | 846.2 |
| 1971 | 62.7 | 154.4 | 148.9 | 161.1 | 23.9 | 21.6 | 23.8 | 154.9 | 22.2 | 58.7 | 3.6 | 121.0 | 32.7 | 45.3 | 956.8 |
| 1972 | 58.0 | 160.5 | 155.3 | 172.9 | 28.2 | 19.7 | 28.8 | 171.4 | 25.7 | 79.2 | 7.0 | 122.7 | 33.5 | 53.5 | 1,029.2 |
| 1973 | 81.5 | 244.1 | 198.0 | 212.6 | 34.4 | 24.2 | 38.0 | 217.5 | 34.3 | 107.0 | 14.8 | 150.1 | 42.0 | 64.5 | 1,356.3 |
| 969 1st quarter | 11.5 | 24.3 | 23.8 | 25.3 | 4.3 | 4.0 | 4.9 | 27.8 | 4.2 | 11.1 | 1.9 | 22.4 | 6.4 | 6.6 | 165.6 |
| 2nd quarter | 13.8 | 26.8 | 28.5 | 28.6 | 5.0 | 4.4 | 5.1 | 32.3 | 4.3 | 12.7 | 1.0 | 26.3 | 7.3 | 9.0 | 188.8 |
| 3rd quarter | 13.2 | 28.7 | 29.0 | 29.0 | 5.1 | 4.4 | 6.2 | 30.2 | 4.0 | 12.4 | 0.8 | 24.8 | 6.1 | 8.9 | 187.8 |
| 4th quarter | 12.8 | 30.0 | 28.3 | 29.9 | 5.9 | 4.9 | 6.3 | 33.8 | 5.0 | 13.9 | 1.6 | 25.5 | 6.4 | 9.0 | 197.9 |
| 1970 1st quarter | 13.7 | 31.8 | 29.1 | 31.0 | 5.0 | 4.3 | 5.6 | 33.2 | 4.4 | 12.5 | 1.7 | 25.0 | 8.0 | 8.1 | 197.2 |
| 2nd quarter | 18.3 | 33.0 | 31.6 | 32.7 | 6.0 | 5.1 | 6.0 | 37.8 | 5.9 | 14.3 | 1.4 | 29.4 | 8.3 | 11.1 | 221.4 |
| 3rd quarter | 13.8 | 32.6 | 30.5 | 31.3 | 5.3 | 4.4 | 5.6 | 31.2 | 4.6 | 12.7 | 0.6 | 24.0 | 5.1 | 10.3 | 196.7 |
| 4th quarter | 15.9 | 38.3 | 35.8 | 39.0 | 6.2 | 5.6 | 6.3 | 37.0 | 4.9 | 14.1 | 1.1 | 26.5 | 5.0 | 10.3 | 230.8 |
| 1971 1st quarter | 14.8 | 35.3 | 30.5 | 34.3 | 5.1 | 4.9 | 5.6 | 34.2 | 5.3 | 13.2 | 1.4 | 26.8 | 8.1 | 9.5 | 211.6 |
| 2nd quarter | 16.7 | 41.2 | 37.6 | 44.6 | 5.9 | 5.6 | 6.2 | 39.8 | 5.0 | 14.7 | 0.8 | 33.3 | 9.8 | 12.3 | 251.2 |
| 3rd quarter | 15.3 | 38.1 | 42.4 | 40.4 | 6.0 | 5.2 | 6.0 | 38.2 | 5.5 | 14.8 | 0.4 | 28.7 | 7.1 | 11.8 | 241.0 |
| 4th quarter | 15.8 | 39.9 | 38.3 | 41.9 | 6.9 | 5.8 | 6.0 | 42.7 | 6.4 | 16.0 | 1.0 | 32.2 | 7.7 | 11.8 | 253.1 |
| 1972 1st quarter | 12.6 | 36.0 | 37.5 | 41.7 | 6.4 | 4.7 | 6.9 | 41.2 | 6.8 | 17.6 | 1.8 | 28.5 | 9.0 | 11.1 | 241.9 |
| 2nd quarter | 16.7 | 43.7 | 42.3 | 43.7 | 7.3 | 5.7 | 7.9 | 45.7 | 6.6 | 22.0 | 1.4 | 37.1 | 11.8 | 15.0 | 280.1 |
| 3rd quarter | 11.5 | 37.1 | 34.4 | 37.7 | 5.9 | 3.9 | 6.0 | 34.1 | 5.1 | 16.7 | 1.4 | 24.2 | 4.9 | 12.4 | 218.1 |
| 4th quarter | 17.1 | 43.6 | 41.2 | 49.9 | 8.5 | 5.4 | 8.0 | 50.3 | 7.2 | 22.9 | 2.4 | 32.8 | 7.8 | 15.0 | 289.3 |
| 1973 1st quarter | 16.6 | 52.4 | 42.5 | 48.5 | 7.8 | 5.3 | 8.7 | 50.8 | 7.9 | 23.8 | 3.9 | 36.9 | 12.5 | 14.0 | 305.0 |
| 2nd quarter | 19.9 | 58.8 | 52.0 | 54.3 | 8.7 | 6.2 | 9.5 | 55.0 | 8.9 | 25.6 | 3.7 | 41.0 | 11.8 | 17.9 | 343.6 |
| 3rd quarter | 21.4 | 62.5 | 48.8 | 52.5 | 8.8 | 5.9 | 9.1 | 50.5 | 8.1 | 26.3 | 2.1 | 35.1 | 8.2 | 16.5 | 331.1 |
| 4th quarter | 23.6 | 70.5 | 54.6 | 57.3 | 9.0 | 6.8 | 10.7 | 61.2 | 9.4 | 31.2 | 5.0 | 37.0 | 9.5 | 16.1 | 376.6 |
| 1974 1st quarter | 26.2 | 105.6 | 58.0 | 61.6 | 9.8 | 7.6 | 12.7 | 72.4 | 10.8 | 50.8 | 9.7 | 48.1 | 15.3 | 18.2 | 439.8 |


# Government Publications in Wales

from

Her Majesty's Stationery Office, 41 The Hayes, Cardiff, CF1 1JW

## TABLE 4 Home market prices

1970 = 100

| | 1968 MLH | 1968 | 1969 | 1970 | 1971 | 1972 | 1973 | 1971 | | 1972 | | | | 1973 | | | | 1974 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | 3rd qtr. | 4th qtr. | 1st qtr. | 2nd qtr. | 3rd qtr. | 4th qtr. | 1st qtr. | 2nd qtr. | 3rd qtr. | 4th qtr. | 1st qtr. |
| Inorganic chemicals | 271/1 | 92.6 | 95.0 | 100.0 | 108.0 | 112.3 | 116.8 | 109.1 | 109.3 | 111.0 | 111.6 | 112.5 | 114.3 | 114.9 | 115.2 | 117.4 | 119.7 | 126.2 |
| Organic chemicals | 271/2 | 98.7 | 98.3 | 100.0 | 106.3 | 108.1 | 112.9 | 107.2 | 106.8 | 106.9 | 108.0 | 108.3 | 109.1 | 110.0 | 111.2 | 113.5 | 117.0 | 157.4 |
| Other chemicals | 271/3 | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. |
| Pharmaceutical chemicals | 272 | 86.6 | 87.5 | 100.0 | 110.4 | 107.7 | 112.6 | 112.0 | 111.5 | 109.6 | 106.8 | 106.9 | 107.4 | 106.9 | 106.9 | 115.4 | 121.3 | 126.1 |
| Pharmaceutical preparations | 272 | 99.7 | 98.3 | 100.0 | 103.6 | 109.1 | 112.3 | 104.9 | 105.3 | 106.7 | 108.0 | 110.3 | 111.4 | 111.5 | 110.6 | 112.7 | 114.5 | 117.1 |
| Toilet preparations | 273 | 92.3 | 93.9 | 100.0 | 108.3 | 118.6 | 124.3 | 110.8 | 111.5 | 114.0 | 117.7 | 120.0 | 122.6 | 123.1 | 123.4 | 125.0 | 125.9 | 129.0 |
| Paint | 274 | 93.1 | 94.0 | 100.0 | 112.4 | 120.6 | 127.5 | 113.3 | 113.7 | 117.0 | 118.1 | 122.7 | 124.4 | 124.7 | 125.1 | 127.0 | 133.4 | 141.5 |
| Soap and synthetic detergents | 275 | 90.6 | 93.5 | 100.0 | 108.0 | 112.3 | 123.8 | 109.5 | 110.4 | 110.7 | 111.8 | 112.5 | 114.3 | 115.1 | 118.1 | 128.7 | 133.3 | 145.3 |
| Synthetic resins and plastic materials | 276/1 | 96.5 | 97.1 | 100.0 | 102.6 | 103.8 | 105.6 | 102.5 | 103.0 | 103.8 | 103.8 | 103.5 | 104.2 | 104.1 | 103.7 | 106.0 | 108.7 | 133.0 |
| Dyestuffs and pigments | 277 | 89.2 | 93.1 | 100.0 | 111.6 | 115.7 | 122.6 | 114.4 | 114.3 | 114.5 | 115.0 | 116.0 | 117.4 | 117.8 | 120.9 | 123.7 | 125.5 | 131.4 |
| Total | Order V* | 94.7 | 95.5 | 100.0 | 108.2 | 113.7 | 118.9 | 109.3 | 109.9 | 111.4 | 112.7 | 114.2 | 116.5 | 117.0 | 117.1 | 119.2 | 122.5 | 134.4 |
| Total all manufacturing industry | | 89.9 | 93.4 | 100.0 | 109.0 | 114.8 | 123.2 | 110.3 | 110.8 | 112.1 | 113.5 | 115.6 | 118.0 | 119.5 | 120.1 | 124.2 | 129.1 | 138.2 |

* This price index refers only to sales outside the chemicals industry, including sectors not shown above.
.. not available.

## TABLE 5 Prices of materials and fuel purchased by the chemicals and allied industries (Order V) and by manufacturing industry

1970 = 100

| | 1968 | 1969 | 1970 | 1971 | 1972 | 1973 | 1971 | | | | 1972 | | | | 1973 | | | | 1974 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | 1st qtr. | 2nd qtr. | 3rd qtr. | 4th qtr. | 1st qtr. | 2nd qtr. | 3rd qtr. | 4th qtr. | 1st qtr. | 2nd qtr. | 3rd qtr. | 4th qtr. | 1st qtr. |
| Order V | 91.2 | 93.5 | 100.0 | 108.8 | 112.2 | 133.2 | 106.7 | 108.8 | 110.4 | 109.6 | 109.1 | 110.5 | 113.0 | 116.1 | 119.5 | 124.7 | 138.1 | 150.6 | 187.4 |
| Manufacturing industry | 91.5 | 95.0 | 100.0 | 104.6 | 109.2 | 144.3 | 103.0 | 104.9 | 105.6 | 104.8 | 105.6 | 106.1 | 109.4 | 115.6 | 126.0 | 133.4 | 150.5 | 167.2 | 206.5 |

## TABLE 6 Employment (Great Britain)†

Thousands

| | | 1972 | | | 1973 | | | 1974 |
|---|---|---|---|---|---|---|---|---|
| | MLH | Sept. | Dec. | Mar. | June | Sept. | Dec. | Mar. |
| General chemicals | 271 | 138.7 | 136.7 | 135.5 | 134.6 | 134.6 | 136.6 | 135.6 |
| Pharmaceutical chemicals and preparations | 272 | 74.4 | 74.9 | 74.1 | 74.5 | 75.8 | 78.0 | 78.3 |
| Toilet preparations | 273 | 25.9 | 25.7 | 25.7 | 26.9 | 28.1 | 28.8 | 28.2 |
| Paint | 274 | 26.4 | 26.0 | 25.5 | 25.7 | 25.9 | 25.7 | 25.3 |
| Soap and detergents | 275 | 15.1 | 15.0 | 15.0 | 15.0 | 15.2 | 15.3 | 14.8 |
| Synthetic resins and plastics materials and synthetic rubber | 276 | 45.7 | 46.1 | 45.9 | 45.6 | 46.2 | 47.4 | 45.9 |
| Dyestuffs and pigments | 277 | 18.3 | 18.0 | 18.1 | 18.0 | 18.2 | 18.5 | 18.3 |
| Fertilisers | 278 | 11.4 | 11.6 | 11.5 | 11.2 | 11.2 | 11.4 | 11.5 |
| Other chemical industries | 279 | 68.4 | 68.3 | 68.0 | 67.2 | 68.0 | 68.4 | 67.6 |
| Total | | 424.3 | 422.1 | 419.4 | 418.7 | 423.1 | 429.9 | 425.5 |
| Total manufacturing | | 7650.1 | 7646.5 | 7611.7 | 7604.2 | 7640.5 | 7691.4 | 7614.0 |

Source: Dept. of Employment
† Employment in the chemicals industry in Northern Ireland is about 2,200 of which 500 is in General Chemicals: 800 in Synthetic Resins and Plastics Materials and 600 in Fertilisers. Estimates from July 2 are subject to revision when the results of the 1973 census of employment are available.

## TABLE 7 Capital expenditure

| | Current prices | £ million 1970 prices |
|---|---|---|
| 1963 | 128 | 174 |
| 1964 | 162 | 216 |
| 1965 | 217 | 275 |
| 1966 | 254 | 305 |
| 1967 | 215 | 256 |
| 1968 | 223 | 256 |
| 1969 | 268 | 296 |
| 1970 | 378 | 378 |
| 1971 | 371 | 338 |
| 1972 | 310 | 265 |
| 1973 | 285 | 220 |
| | Actual | Seasonally adjusted |
| 1970 1st quarter | 81 | 91 |
| 2nd quarter | 89 | 94 |
| 3rd quarter | 93 | 95 |
| 4th quarter | 116 | 98 |
| 1971 1st quarter | 90 | 90 |
| 2nd quarter | 83 | 81 |
| 3rd quarter | 92 | 85 |
| 4th quarter | 106 | 82 |
| 1972 1st quarter | 84 | 76 |
| 2nd quarter | 78 | 71 |
| 3rd quarter | 71 | 62 |
| 4th quarter | 77 | 56 |
| 1973 1st quarter | 69 | 57 |
| 2nd quarter | 69 | 58 |
| 3rd quarter | 67 | 53 |
| 4th quarter | 81 | 53 |
| 1974 1st quarter | 83 | 61 |

the fourth quarter of 1973 and the first quarter of 1974. Particularly sharp increases were recorded in general chemicals and pharmaceuticals whereas synthetic resins and dyestuffs were among the products whose sales fell between the fourth quarter of 1973 and the first quarter of 1974.

The figures given in the previous paragraph may underestimate the effects of the recent emergency on the production of chemicals. Firstly, the figures are based on sales, some of which may have been supplied from stocks. Secondly, the use of prices in the home market to deflate sales figures which include a substantial proportion of exports, the prices of which were likely to have been rising faster than sales in the home market, may also have led to an overstatement of the growth in output in recent quarters.

Even allowing for the possibility of these factors however it is clear that the chemicals industry coped well with the difficulties posed by the recent emergency and that output remained at a high level.

**Imports (Table 2)**

Imports of chemicals in 1973 amounted to £942 million at current prices, a rise of 37 per cent over the level in 1972. The increases in the imports of organic chemicals and synthetic resins were particularly significant and reflected the buoyancy of the home market for these products. The growth in imports of pharmaceuticals was also high.

**Exports (Table 3)**

Exports of chemicals amounted to £1,356 million in 1973 a rise of 32 per cent over the level in 1972. Most of this rapid increase was in the volume and not the price of exports. Much of the rise in exports

was in general chemicals and in synthetic organic dyestuffs. It is perhaps worth noting that although the growth in the exports of synthetic resins was high it was, exceptionally, less than that for all chemicals and also less than the growth of imports in 1973.

**Balance of Trade**

The value of exports exceeded that of imports by £414 million in 1973. The equivalent figure for 1972 was £342 million.

**Prices (Table 4)**

The home market price index for chemicals rose by 4.6 per cent between 1972 and 1973 compared with the rise in the price index for manufactures of 7.3 per cent. With the pressure of higher oil prices, the price of chemicals rose by 9.7 per cent between the fourth quarter of 1973 and the first quarter of 1974. Within this total the price index for organic chemicals rose by almost 35 per cent.

**Capital expenditure (Table 7)**

Capital expenditure at current prices amounted to £285 million in 1973. The series at 1970 prices shows that investment in 1973 was at its lowest level since 1964. The quarterly seasonally adjusted figures for 1973 indicate that investment continued to fall during the year but that the downward trend may have been arrested towards the end of the year. In the first quarter of 1974 investment in real terms rose substantially.

**Employment (Table 6)**

Provisional figures show that there were 425.5 thousand employees in the chemicals industry in March 1974. This is slightly down on the figure for December 1973 but is significantly above the level recorded in March 1973 and suggests that there is an underlying upward trend in employment.

# Regional selective assistance

The tables below show on a regional basis the applications received and offers made under Section 7 of the Industry Act 1972 for the months indicated.

April 1974

| Assisted area | Applications received No. | Offers made No. | Offers made Value (£000) |
|---|---|---|---|
| Scotland | 25 | 12 | 2,832 |
| Wales | 18 | 20 | 4,736 |
| Northern | 24 | 12 | 197 |
| North West | 24 | 13 | 575 |
| Yorks & Humberside | 24 | 7 | 44 |
| E. Midlands | 9 | 1 | 44 |
| W. Midlands | 2 | 1 | 3 |
| South West | 3 | 2 | 4 |
| Total | 129 | 68 | 8,435 |

May 1974

| Assisted area | Applications received No. | Offers made No. | Offers made (Value £000) |
|---|---|---|---|
| Scotland | 21 | 18 | 962 |
| Wales | 19 | 10 | 296 |
| Northern | 29 | 19 | 485 |
| North West | 17 | 12 | 562 |
| Yorks/Humberside | 14 | 18 | 632 |
| E. Midlands | 3 | 9 | 41 |
| W. Midlands | 1 | — | — |
| South West | 4 | 6 | 856 |
| Total | 108 | 92 | 3,834 |

June 1974

| Assisted area | Applications received No. | Offers made No. | Offers made Value (£000) |
|---|---|---|---|
| Scotland | 24 | 9 | 477 |
| Wales | 14 | 12 | 548 |
| Northern | 27 | 8 | 171 |
| North West | 10 | 19 | 7,354 |
| Yorks & Humberside | 21 | 14 | 174 |
| E. Midlands | 6 | 3 | 22 |
| W. Midlands | 1 | — | — |
| South West | 4 | 4 | 138 |
| Total | 107 | 69 | 8,884 |

# Index of retail sales in Northern Ireland

The seasonally adjusted index of retail sales in Northern Ireland for May was 158 (1965 = 100), 5 per cent more than in May 1973. This comparatively low increase reflects largely the effects of the general industrial stoppage which resulted in a closure of shops, other than those in the food sector, over a large part of the Province; over a one or two week period.

After allowing for price changes, the total volume of sales in May showed a decrease of 11 per cent on a year earlier.

The seasonally adjusted index numbers of the value of sales in May and percentage increases on a year earlier for the main groups of traders are shown below. More detailed information can be obtained from the Department of Commerce, Index of Retail Sales, 21 Linenhall Street, Belfast BT2 8BZ (Tel. Belfast (0232) 28081, ext. 140).

| Sales by: | Sales in 1965 – £m | May 1974 Seasonally adjusted value index numbers 1965 = 100 | May 1974 Percentage increases |
|---|---|---|---|
| All kinds of business | 219 | 158 | 5 |
| Food shops | 97 | 189 | 20 |
| Non-food shops | 122 | 132 | – 8 |
| Of which: | | | |
| Clothing and footwear shops | 36 | 114 | –16 |
| Durable goods shops | 21 | 128 | –19 |
| Miscellaneous non-food shops | 43 | 170 | 5 |
| Department and general stores | 22 | 98 | –12 |

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# Sales in the carpet industry

The daily rate of manufacturers' sales by value in May was provisionally estimated to have been 8 per cent more than in May 1973, assuming 22 working days in both months. In the three months ended May 1974, the daily rate of manufacturers' sales was provisionally estimated to have been 6 per cent more than in the corresponding period of 12 months ago, assuming 63 working days in both periods. The index numbers, which are of manufacturers' sales by value, have been adjusted for the length of the working month, but not for non-statutory holidays or other seasonal factors. The Wholesale Price Index of carpets is shown as a guide to the movement in prices.

1970 = 100

| | Index of manufacturers' sales | Wholesale price index |
|---|---|---|
| 1969 | 93 | 96.6 |
| 1970 | 100 | 100.0 |
| 1971 | 115 | 104.9 |
| 1972 | 135 | 111.7 |
| 1973 | 166 | 130.2 |
| 1973 Quarter ended March | 160 | 125.1 |
| Quarter ended June | 171 | 127.7 |
| Quarter ended September | 149 | 132.7 |
| Quarter ended December | 183 | 135.1 |
| 1974 Quarter ended March | 165 | 141.5 |
| 1973 February | 170 | 125 4 |
| March | 179 | 125.5 |
| April | 177 | 125.5 |
| May | 168 | 126.5 |
| 1974 February | 175 | 142.0 |
| March | 192 | 143.4 |
| April | 183 | 148.4 |
| May | 181 | 151.6* |

* Provisional.

# Production in the cotton industry

Statistics issued by the Textile Statistics Bureau show that in the period January-May 1974 the amount of cloth woven was 13 per cent lower than in the corresponding period of 1973. Production of single yarn decreased by 14 per cent and doubled yarn decreased by 17 per cent.

## Production in the cotton industry

Annual totals and weekly averages

| | Single yarn (†) | | Doubled yarn | | Woven cloth | |
|---|---|---|---|---|---|---|
| | Cotton yarn (‡) | Spun man-made yarns and mixture yarn, inc. waste | Cotton yarn | Other | Cotton | Man-made fibre and mixtures |
| | million kg. | | | | million metres | |
| 1968 | 171.2 | 67.5 | 49.9 | 52.0 | 668.2 | 507.3 |
| 1969 | 166.2 | 73.2 | 46.8 | 60.9 | 661.5 | 538.1 |
| 1970 | 158.7 | 77.4 | 43.2 | 57.3 | 627.6 | 484.3 |
| 1971 | 133.0 | 83.3 | 85.0 | | 559.1 | 479.8 |
| 1972 | 121.4 | 81.7 | 75.4 | | 513.0 | 469.8 |
| 1973 | 115.4 | 92.5 | 82.1 | | 453.2 | 502.3 |
| 1973 January* | 2.5 | 1.7 | 1.6 | | 9.3 | 9.7 |
| February | 2.6 | 1.9 | 1.7 | | 10.0 | 10.2 |
| March | 2.5 | 2.0 | 1.8 | | 10.0 | 10.4 |
| April | 2.2 | 1.7 | 1.6 | | 8.8 | 9.4 |
| May* | 2.5 | 2.0 | 1.8 | | 9.5 | 10.1 |
| June | 2.0 | 1.8 | 1.5 | | 9.5 | 10.1 |
| July | 1.8 | 1.3 | 1.3 | | 5.8 | 7.1 |
| August* | 2.2 | 1.8 | 1.6 | | 8.5 | 9.1 |
| September | 1.8 | 1.5 | 1.4 | | 7.4 | 9.3 |
| October* | 2.3 | 2.0 | 1.7 | | 9.2 | 10.9 |
| November | 2.3 | 2.0 | 1.6 | | 9.3 | 11.0 |
| December | 1.7 | 1.5 | 1.2 | | 7.0 | 8.2 |
| 1974 January* | 1.6 | 1.4 | 1.1 | | 6.6 | 6.8 |
| February | 1.7 | 1.5 | 1.2 | | 7.1 | 7.9 |
| March | 2.2 | 2.0 | 1.6 | | 8.6 | 10.6 |
| April | 2.0 | 1.9 | 1.6 | | 8.0 | 10.5 |
| May* | 2.3 | 2.1 | 1.7 | | 8.6 | 10.7 |

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. * Average of five weeks.

# Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 2 August 1974.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

| Title of film | Registered no. | Playing time minutes | Date of registration | Registered in the name of | Maker's name |
|---|---|---|---|---|---|
| | | | BRITISH | | |
| Movietone News 2356 | BR/E 37558/4/8/79 | 7 | 2 August | British Movietonews Ltd. | British Movietonews Ltd. |
| Movietone News 2356A | BR/E 37559/4/8/79 | 7 | 2 August | British Movietonews Ltd. | British Movietonews Ltd. |
| | | | COMMUNITY | | |
| A Murder Is A Murder . . . Is A Murder | EC 37646/4/8/79 | 90 | 31 July | Fox-Rank Distributors Ltd. | Les Films De L'Epee, Paris and Tritone Cinematografica, Rome |
| | | | FOREIGN | | |
| Pirosmani | F 37642 | 84 | 30 July | Contemporary Films Ltd. | Sovexportfilm, Moscow |
| I'm Jumping Over Puddles Again | F 37643 | 90 | 30 July | Contemporary Films Ltd. | Czechoslovak Filmexport, Prague |
| Wide Open | F 37644 | 97 | 30 July | Miracle Films Ltd. | Concorde Film AB, Stockholm |
| The Devil's Plaything | F 37645 | 88 | 30 July | Miracle Films Ltd. | Monarex AG, Switzerland |
| Action At Dog Island | F 37647 | 30 | 1 August | Fox-Rank Distributors Ltd. | Telstar (Specialised) Productions Ltd., London |

Amendments to the Register:
On 31 July 1974 the following amendments were made to the Register:
The registration number of the film 'The Lustful Amazon', registered on 11 July 1974, was amended to EC 37620/14/7/79.
The registration number of the film 'What The Chambermaid Saw', registered on 22 May 1974, was amended to EC 37485/26/5/74 and the name of maker corrected to Seven Film, Rome.

# Output in the wool textile industry

The volume of production in the industry (as measured by the seasonally adjusted index of production) in May 1974 was 6 per cent lower than in May 1973. Statistics issued by the Wool Industry Bureau of Statistics show that in the period January-May 1974 woven fabrics (excluding blankets) were 9 per cent less than in the corresponding period of 1973; deliveries of worsted yarn (excluding semi-worsted yarn) were 18 per cent lower. Production of wool and hair tops was 34 per cent less but that of man-made fibre tops 5 per cent more.

## Output in the wool textile industry

| | Consumption | Production | | | Deliveries | | | Blankets (†) |
|---|---|---|---|---|---|---|---|---|
| | Raw wool (clean weight) | Tops | | Woollen yarn (†) | Worsted yarn (§) | Woven fabrics (excluding blankets) (‡) | | |
| | | Wool and hair | Man-made fibres | | | Woollen | Worsted | |
| | million kilos | | | | | million sq. metres | | |
| 1968 | 177.5 | 96.6 | 36.4 | 147.4 | 98.2 | 135.8 | 110.6 | 27.3 |
| 1969 | 174.5 | 92.0 | 42.2 | 142.2 | 100.5 | 130.1 | 109.2 | 26.9 |
| 1970 | 153.1 | 79.7 | 44.6 | 129.4 | 97.6 | 115.5 | 99.8 | 24.6 |
| 1971 | 141.2 | 66.2 | 36.6 | 130.7 | 93.0 | 101.9 | 83.9 | 28.5 |
| 1972 | 152.3 | 75.1 | 45.9 | 130.9 | 101.6 | 99.8 | 83.7 | 28.8 |
| 1973 | 136.6 | 62.2 | 55.9 | 135.2 | 100.0 | 104.0 | 88.4 | 30.6 |
| 1972 1st quarter | 37.2 | 18.7 | 11.0 | 32.3 | 24.2 | 22.6 | 20.7 | 7.3 |
| 2nd quarter | 39.3 | 19.5 | 11.8 | 33.8 | 26.6 | 25.7 | 20.7 | 5.7 |
| 3rd quarter | 36.0 | 18.1 | 10.8 | 29.8 | 23.5 | 25.0 | 19.6 | 7.1 |
| 4th quarter | 39.8 | 19.0 | 12.4 | 35.2 | 27.2 | 26.7 | 22.8 | 8.8 |
| 1973 1st quarter | 40.7 | 19.9 | 13.3 | 36.8 | 27.8 | 25.8 | 24.5 | 8.6 |
| 2nd quarter | 34.9 | 16.6 | 13.9 | 33.4 | 24.6 | 27.2 | 21.7 | 7.3 |
| 3rd quarter | 29.2 | 13.0 | 13.0 | 29.8 | 21.8 | 24.1 | 19.9 | 6.7 |
| 4th quarter | 31.8 | 12.9 | 15.6 | 35.2 | 25.7 | 27.2 | 22.2 | 8.1 |
| 1974 1st quarter | | 11.9 | 13.3 | 29.5 | 21.5 | 22.7 | 20.9 | 7.8 |
| 1973 January | 14.3 | 6.8 | 4.2 | 12.9 | 9.5 | 8.7 | 8.2 | 3.3 |
| February | 12.3 | 6.1 | 4.0 | 11.3 | 8.6 | 7.9 | 7.7 | 2.5 |
| March | 14.1 | 7.0 | 5.1 | 12.6 | 9.7 | 9.3 | 8.6 | 2.8 |
| April | 11.4 | 5.6 | 4.6 | 10.3 | 7.8 | 7.5 | 7.1 | 2.5 |
| May | 11.5 | 5.5 | 4.9 | 11.1 | 8.5 | 9.7 | 7.4 | 2.5 |
| June | 12.0 | 5.5 | 4.4 | 12.1 | 8.3 | 9.9 | 7.2 | 2.3 |
| July | 9.9 | 5.1 | 5.0 | 9.0 | 7.3 | 7.5 | 7.0 | 1.6 |
| August | 9.0 | 3.5 | 3.3 | 10.0 | 7.3 | 7.4 | 6.8 | 2.5 |
| September | 10.3 | 4.4 | 4.7 | 10.8 | 7.2 | 9.1 | 7.2 | 2.6 |
| October | 11.8 | 4.7 | 5.5 | 13.2 | 9.5 | 9.7 | 7.9 | 2.8 |
| November | 11.3 | 4.8 | 5.7 | 12.5 | 9.1 | 9.8 | 8.1 | 2.9 |
| December | 8.7 | 3.4 | 4.5 | 9.6 | 7.0 | 7.8 | 6.2 | 2.4 |
| 1974 January | 8.7 | 3.6 | 3.8 | 9.2 | 6.8 | 7.4 | 6.7 | 2.3 |
| February | 8.6 | 3.6 | 4.0 | 8.8 | 6.9 | 7.0 | 6.6 | 2.9 |
| March | | 4.7 | 5.5 | 11.5 | 7.8 | 8.3 | 7.6 | 2.6 |
| April | | 4.4 | 5.9 | 12.0 | 8.1 | 8.3 | 7.0 | 2.4 |
| May | | 4.2 | 4.8 | 12.1 | 7.6 | 9.0 | 7.1 | 2.5 |

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In May deliveries of semi-worsted yarn were 0.9 million kilos.

## Exports of wool textile products

| | Total | Wool tops | | Yarns | | Woven fabrics (‡) | | Other wool textile products (†) |
|---|---|---|---|---|---|---|---|---|
| | £m. | £m. | Mn. Kilos | £m. | Mn. Kilos | £m. | Mn. sq. metres | £m. |
| 1968 | 114.80 | 23.94 | 25.44 | 20.44 | 14.34 | 66.14 | 69.42 | 4.28 |
| 1969 | 125.41 | 26.55 | 26.01 | 23.32 | 16.08 | 71.08 | 69.46 | 4.45 |
| 1970 | 117.25 | 20.38 | 21.08 | 23.37 | 15.85 | 70.00 | 62.51 | 3.50 |
| 1971 | 106.82 | 16.28 | 18.66 | 23.28 | 15.88 | 62.57 | 54.30 | 4.70 |
| 1972 | 118.49 | 19.80 | 20.51 | 27.28 | 18.13 | 66.48 | 56.32 | 4.93 |
| 1973 | 172.32 | 38.06 | 21.36 | 36.95 | 18.28 | 91.08 | 60.39 | 6.24 |
| 1971 1st quarter | 23.30 | 4.04 | 4.40 | 5.21 | 3.50 | 13.18 | 11.60 | 0.87 |
| 2nd quarter | 29.43 | 4.32 | 4.85 | 6.44 | 4.61 | 17.42 | 14.34 | 1.25 |
| 3rd quarter | 26.21 | 4.12 | 4.74 | 5.37 | 3.54 | 15.45 | 14.10 | 1.27 |
| 4th quarter | 27.89 | 3.80 | 4.66 | 6.26 | 4.22 | 16.52 | 14.26 | 1.31 |
| 1972 1st quarter | 24.72 | 4.00 | 4.71 | 6.06 | 4.22 | 13.66 | 12.14 | 1.00 |
| 2nd quarter | 31.35 | 5.24 | 5.84 | 7.61 | 5.28 | 17.27 | 14.41 | 1.23 |
| 3rd quarter | 26.41 | 3.96 | 4.03 | 5.81 | 3.79 | 15.53 | 13.27 | 1.12 |
| 4th quarter | 36.01 | 6.59 | 5.93 | 7.81 | 4.84 | 20.03 | 16.51 | 1.59 |
| 1973 1st quarter | 37.85 | 9.38 | 6.31 r | 8.97 | 5.10 | 18.25 | 14.26 | 1.25 |
| 2nd quarter | 46.56 | 11.04 | 8.10 | 9.53 | 4.88 | 24.48 | 16.57 | 1.51 |
| 3rd quarter | 43.93 | 9.36 | 2.81 | 9.09 | 4.20 | 23.89 | 15.50 | 1.59 |
| 4th quarter | 43.99 | 8.28 | 4.14 | 9.36 | 4.11 | 24.47 | 14.05 | 1.88 |
| 1974 1st quarter | 45.05 | 8.55 | 9.65 | 10.47 | 4.20 | 24.44 | 13.50 | 15.8 |

(†) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheeps' or lambs' wool of fine animal hair.
Other commodities of, or containing, wool or animal hair not included in the above table; sheeps' or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheeps' or lambs' wool or fine animal hair
(‡) Excluding mechanical cloths from January 1970.

# Retail sales in June

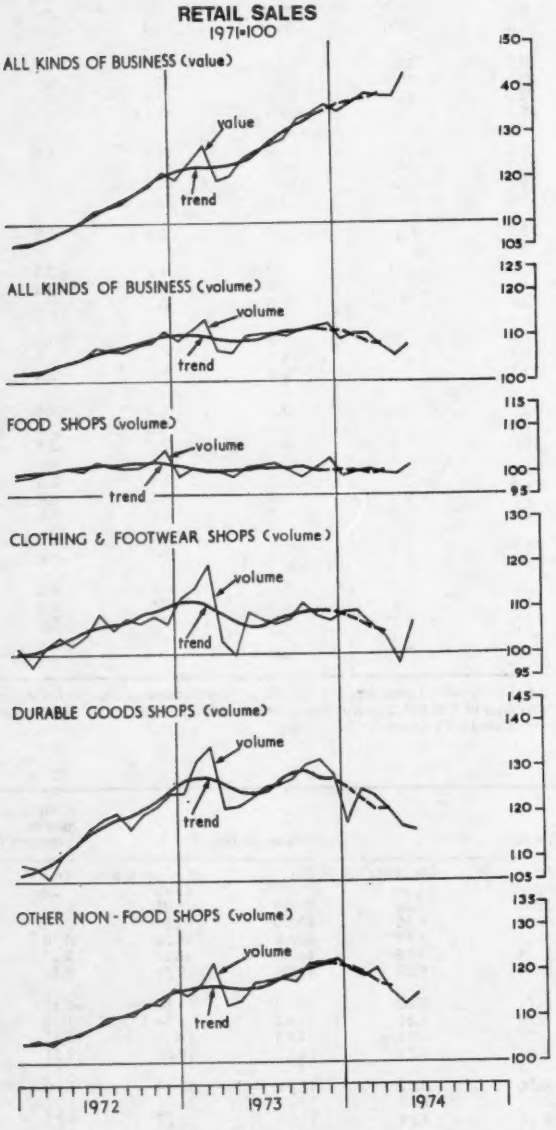
**Volume**

The final seasonally adjusted index of the volume of retail sales in June is 108.1 (1971 = 100), in line with the provisional estimate, and showing a recovery of some 2½ per cent from the low figure in May.

Increases in earnings paid under threshold arrangements may possibly have contributed towards higher spending in June. Also the bringing forward of some of the mid-year 'sales', which would have increased spending in clothing and footwear shops and in department stores (appearing under the heading 'other non-food shops) may have been a further factor.

Some of the increase in the volume of sales in June occurred within food shops (for which the volume index occasionally moves erratically).

In the second quarter, the average volume of total sales was 2½ per




The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months but month to month fluctuations may sometimes make it preferable to average two or four months.

The monthly periods consist of four weeks except those marked • which are of five weeks. The June 1974 sales period was the five weeks from 26 May 1974 to 29 June 1974. The corresponding period in 1973 was from 27 May 1973 to 30 June 1973.

(†) Including department stores and mail order businesses.

The press notice giving the *provisional* estimates of the seasonally adjusted index of the volume of retail sales for July and the increase in the value of sales compared with a year earlier will be published later this month.

## TABLE 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

| (Sales in 1971 £ million Provisional estimates) | All kinds of business (15,895) | Food shops (6,693) | Non-food shops Total (9,202) | Clothing and footwear shops (2,314) | Durable goods shops (1,801) | Other non-food shops (†) (5,087) |
|---|---|---|---|---|---|---|
| 1971 | 100.0 | 100.0 | 100.0 | 100 | 100 | 100 |
| 1972 | 105.8 | 101.5 | 109.0 | 105 | 115 | 109 |
| 1973 | 110.7 | 101.0 | 117.7 | 109 | 127 | 118 |
| 1972 1st quarter | 102.1 | 99.7 | 103.9 | 100 | 107 | 104 |
| 2nd quarter | 104.6 | 101.0 | 107.1 | 104 | 114 | 107 |
| 3rd quarter | 107.2 | 101.9 | 111.1 | 108 | 118 | 110 |
| 4th quarter | 109.5 | 103.3 | 114.0 | 107 | 122 | 114 |
| 1973 1st quarter | 111.8 | 100.5 | 120.0 | 116 | 131 | 118 |
| 2nd quarter | 108.0 | 100.5 | 113.4 | 104 | 122 | 115 |
| 3rd quarter | 110.5 | 101.6 | 117.0 | 108 | 127 | 118 |
| 4th quarter | 112.3 | 101.4 | 120.4 | 109 | 130 | 122 |
| 1974 1st quarter | 110.1 | 100.0 | 117.4 | 108 | 122 | 120 |
| 2nd quarter | 107.2 | 100.4 | 112.1 | 103 | 118 | 114 |
| 1973 April | 108.9 | 100.4 | 111.6 | 103 | 121 | 112 |
| May | 106.5 | 99.4 | 111.6 | 100 | 122 | 113 |
| June• | 110.1 | 101.4 | 116.4 | 109 | 123 | 117 |
| July | 110.6 | 101.9 | 116.8 | 108 | 126 | 118 |
| August | 110.8 | 102.2 | 117.0 | 107 | 126 | 118 |
| September• | 110.2 | 100.8 | 117.0 | 108 | 128 | 118 |
| October | 111.7 | 99.3 | 120.7 | 111 | 131 | 121 |
| November | 112.3 | 101.1 | 120.5 | 109 | 132 | 122 |
| December• | 112.9 | 103.2 | 120.0 | 108 | 129 | 123 |
| 1974 January | 109.5 | 99.3 | 116.9 | 109 | 118 | 120 |
| February | 110.3 | 100.1 | 117.7 | 109 | 125 | 119 |
| March• | 110.4 | 100.5 | 117.6 | 107 | 123 | 120 |
| April | 107.9 | 99.9 | 113.6 | 104 | 121 | 116 |
| May | 105.4 | 99.6 | 109.6 | 98 | 117 | 112 |
| June• | 108.1 | 101.5 | 112.9 | 107 | 116 | 115 |
| 1974 Jan-Mar. | 110.1 | 100.0 | 117.4 | 108 | 122 | 120 |
| April-June | 107.2 | 100.4 | 112.1 | 103 | 118 | 114 |
| *Percentage increase* | −2.6 | 0.4 | −4.5 | −5 | −4 | −5 |

## TABLE 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

| (Sales in 1971 £ million Provisional Estimates) | All kinds of business (15,895) | Food shops (6,693) | Non-food shops Total (9,202) | Clothing and footwear shops (2,314) | Durable goods shops (1,801) | Other non-food shops (†) (5,087) |
|---|---|---|---|---|---|---|
| 1971 | 100.0 | 100.0 | 100.0 | 100 | 100 | 100 |
| 1972 | 112.0 | 108.9 | 114.2 | 112 | 118 | 114 |
| 1973 | 126.9 | 122.8 | 129.9 | 128 | 136 | 128 |
| 1972 1st quarter | 106.0 | 104.7 | 106.9 | 105 | 109 | 107 |
| 2nd quarter | 109.1 | 106.3 | 111.2 | 110 | 115 | 110 |
| 3rd quarter | 113.9 | 110.1 | 116.6 | 116 | 121 | 115 |
| 4th quarter | 118.9 | 114.6 | 122.1 | 119 | 128 | 122 |
| 1973 1st quarter | 123.6 | 115.4 | 129.6 | 131 | 138 | 126 |
| 2nd quarter | 121.7 | 119.6 | 123.2 | 121 | 128 | 123 |
| 3rd quarter | 127.6 | 124.4 | 129.8 | 128 | 135 | 129 |
| 4th quarter | 134.7 | 131.6 | 136.9 | 134 | 142 | 137 |
| 1974 1st quarter | 136.9 | 134.5 | 138.7 | 140 | 135 | 139 |
| 2nd quarter | 140.0 | 139.1 | 140.6 | 141 | 135 | 143 |
| 1973 April | 119.5 | 118.0 | 120.6 | 118 | 126 | 120 |
| May | 120.4 | 119.3 | 121.2 | 116 | 127 | 122 |
| June• | 124.5 | 121.1 | 127.0 | 128 | 130 | 126 |
| July | 126.1 | 122.3 | 128.8 | 127 | 134 | 128 |
| August | 127.4 | 124.3 | 129.7 | 127 | 135 | 129 |
| September• | 128.9 | 126.3 | 130.7 | 130 | 137 | 129 |
| October | 133.0 | 128.5 | 136.3 | 135 | 140 | 135 |
| November | 134.5 | 131.3 | 136.9 | 134 | 143 | 136 |
| December• | 136.2 | 134.4 | 137.5 | 134 | 142 | 138 |
| 1974 January | 134.8 | 133.2 | 136.0 | 138 | 130 | 137 |
| February | 136.7 | 133.9 | 138.8 | 142 | 137 | 138 |
| March• | 138.8 | 136.0 | 140.8 | 140 | 137 | 142 |
| April | 138.4 | 136.7 | 139.6 | 140 | 136 | 141 |
| May | 138.0 | 138.6 | 137.6 | 133 | 134 | 141 |
| June• | 142.8 | 141.4 | 143.9 | 147 | 136 | 146 |
| 1974 Jan-Mar. | 136.9 | 134.5 | 138.7 | 140 | 135 | 139 |
| April-June | 140.0 | 139.1 | 140.6 | 141 | 135 | 143 |
| *Percentage increase* | 2.3 | 3.4 | 1.4 | — | — | 2 |

cent below the first quarter level, although this fall may be slightly exaggerated by pre-Budget spending at the end of the first quarter.

In the first half of 1974, the average volume of total sales was 2½ per cent below the level in the second half of last year. Within the total, sales by food shops were 1¼ per cent down; sales by durable goods shops were 6½ per cent down, and sales by clothing and footwear shops and by 'other non-food' shops (which include department stores and mail-order businesses) were both 2¼ per cent down.

**Value**

Based on non-seasonally adjusted data, the value of total retail sales in June shows a rise of 15 per cent compared with June of last year.

# Hire purchase and other instalment credit business in June

New instalment credit advanced by retailers and finance houses amounted to £202 million in June (in seasonally adjusted terms). This brought the total for the second quarter to £601 million, 3 per cent more than in the first quarter but well below the average quarterly level in 1973. Retailers' lending, at £352 million in the second quarter, was 2 per cent up on the first quarter and about the same on average as last year. Between the first and second quarters, credit advanced by finance houses increased by 6 per cent, to £249 million. This was about two-thirds of their average level of lending in the four quarters of 1973.

Retailers' total sales on instalment credit terms showed a small increase in June; in the second quarter they were 1 per cent more in value terms than in the first quarter. Between these two periods durable goods shops' sales increased by 5 per cent, department stores' sales were 2 per cent up and other instalment credit retailers' sales were unchanged.

The value of instalments owing to finance houses on instalment credit agreements fell by a further £17 million in June. The decrease in the second quarter totalled £50 million compared with £52 million in the first. Instalments owing to retailers increased slightly in June bringing their overall increase in the second quarter to £1 million, following a fall of £16 million in the first quarter.

At the end of June the total debt outstanding to retailers and finance houses was £2,321 million (not seasonally adjusted), 3 per cent more than a year earlier.

**TABLE 1 Hire-Purchase and other instalment credit business seasonally adjusted**

£ million

| | Total | | Finance Houses† | | Retailers‡ | |
|---|---|---|---|---|---|---|
| | New credit extended | Increase in debt | New credit extended | Increase in debt | New credit extended | Increase in debt |
| 1969 | 1,587 | −20 | 701 | −21 | 886 | 1 |
| 1970 | 1,735 | 84 | 822 | 58 | 913 | 26 |
| 1971 | 2,053 | 240 | 990 | 165 | 1,063 | 75 |
| 1972 | 2,497 | 424 | 1,222 | 296 | 1,275 | 128 |
| 1973 | 2,873 | 438 | 1,455 | 332 | 1,418 | 106 |
| 1972 3rd quarter | 640 | 123 | 309 | 75 | 331 | 48 |
| 4th quarter | 670 | 106 | 336 | 89 | 334 | 17 |
| 1973 1st quarter | 769 | 176 | 402 | 136 | 367 | 40 |
| 2nd quarter | 668 | 80 | 330 | 54 | 338 | 26 |
| 3rd quarter | 721 | 109 | 369 | 85 | 352 | 24 |
| 4th quarter | 715 | 73 | 354 | 57 | 361 | 16 |
| 1974 1st quarter | 581 | −68 | 236 | −52 | 345 | −16 |
| 2nd quarter | 601 | −49 | 249 | − 50 | 352 | 1 |
| 1973 October | 249 | 34 | 123 | 22 | 126 | 12 |
| November | 246 | 29 | 126 | 25 | 120 | 4 |
| December | 220 | 10 | 105 | 10 | 115 | — |
| 1974 January | 198 | −34 | 82 | −20 | 116 | −14 |
| February | 188 | −22 | 77 | −17 | 111 | −5 |
| March | 195 | −12 | 77 | −15 | 118 | 3 |
| April | 197 | −13 | 80 | −17 | 117 | 4 |
| May | 202 | −21 | 87 | −16 | 115 | −5 |
| June | 202 | −15 | 82 | −17 | 120 | 2 |
| 1974 Jan.-March | 581 | −68 | 236 | −52 | 345 | −16 |
| April-June | 601 | −49 | 249 | −50 | 352 | 1 |
| *Percentage increase* | 3 | | 6 | | 2 | |
| Debt outstanding at 31 December 1973 (unadjusted) | — | 2,485 | — | 1,638 | — | 847 |

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

**TABLE 2 Retailers' instalment credit sales seasonally adjusted**

Index numbers of value of sales per week (current prices) 1966 = 100

| | Total† | Durable goods shops | Department stores | Other instalment credit retailers‡ |
|---|---|---|---|---|
| H.P. and other instalment credit sales in 1966 § | | | | |
| £ million | (862) | (327) | (46) | (489) |
| 1969 | 111 | 100 | 113 | 117 |
| 1970 | 121 | 112 | 119 | 128 |
| 1971 | 134 | 138 | 138 | 131 |
| 1972 | 158 | 162 | 157 | 155 |
| 1973 | 176 | 166 | 182 | 183 |
| 1972 3rd quarter | 164 | 167 | 164 | 162 |
| 4th quarter | 165 | 166 | 155 | 166 |
| 1973 1st quarter | 183 | 177 | 187 | 184 |
| 2nd quarter | 168 | 159 | 175 | 174 |
| 3rd quarter | 174 | 163 | 183 | 182 |
| 4th quarter | 180 | 163 | 181 | 191 |
| 1974 1st quarter | 172 | 117 | 178 | 209 |
| 2nd quarter | 175 | 123 | 181 | 209 |
| 1973 October | 188 | 168 | 196 | 210 |
| November | 181 | 168 | 188 | 189 |
| December* | 174 | 156 | 162 | 185 |
| 1974 January | 174 | 111 | 164 | 217 |
| February | 167 | 113 | 173 | 202 |
| March* | 176 | 126 | 193 | 207 |
| April | 174 | 123 | 168 | 208 |
| May | 172 | 119 | 183 | 206 |
| June* | 178 | 126 | 191 | 212 |
| 1974 Jan.-March av. | 172 | 117 | 178 | 209 |
| April-June av. | 175 | 123 | 181 | 209 |
| *Percentage increase* | 1 | 5 | 2 | — |

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consists of four weeks except those marked * which are of five weeks. The period covered by June 1974 sales was the five weeks from 26 May 1974 to 29 June 1974. The corresponding period in 1973 was from 27 May 1973 to 30 June 1973.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# 'Economic Progress Report' for August

The August issue of *Economic Progress Report* is now available.

*Economic Progress Report*, prepared by the Treasury Information Division, is published every month. It contains articles on economic subjects, analysing or giving background to Government economic policy, together with the Treasury's assessment of the economic situation and a table and charts of economic indicators.

The main articles in the August issue are as follows:

Monthly economic assessment: the Treasury's latest report on the economic situation, prepared on the basis of data available up to late July and including a review of the first six months of the supplementary deposits scheme introduced last December;

July measures: setting out the economic measures, designed to slow down the rate of inflation, which were announced by the Chancellor of the Exchequer on 22 July;

The SDR 'basket': a description of the IMF's new method, introduced on 1 July, of valuing the special drawing right (SDR) in terms of a 'basket' of 16 currencies;

The overseas trade figures: explaining how the overseas trade figures are compiled and describing how the recorded values of imports and exports are adjusted to help in judging long-term trends and in assessing their implications for the balance of payments.

Free copies of *Economic Progress Report* are available from Circulation Section (H) Central Office of Information, London SE1 7DU.


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1971
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*Extract from Report and Accounts 1973*

| | 1973 | 1972 |
|---|---|---|
| | £'000 | £'000 |
| TURNOVER | 8,500 | 7,000 |
| PROFIT BEFORE TAX | 1,052 | 752 |
| PROFIT AFTER TAX (ATTRIBUTABLE TO ORDINARY SHAREHOLDERS) | 420 | 372 |

The Directors recommend a total dividend of 3.4944p per share, equivalent to 5.1450p per share (4.9000p last year).

All aspects of the music publishing division improved considerably. Manufacture of musical instruments was handicapped by a serious shortage of labour but this was more than offset by the increased sales of factored goods. Sales of Hammond Organs continued to increase substantially.

The planned modernisation of our West End premises has been completed and full rental benefit will be effective during the current year and thereafter.

We have taken drastic action to remedy the loss situation in South Africa. Whilst it is unlikely that the 1974 results will be other than marginal it is expected that 1975 will show a return to profitability.

Trading generally for the current year to date has been at a most satisfactory level and the Directors are hopeful that both profits and dividends will be at least maintained.

Thanks are again expressed to employees throughout the Group.

# Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

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| Air transport: trade by air (6M) | 30 May 1974 |
| Balance of payments: | |
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| trends in invisible transactions (Q) | 18 Apr. 1974 |
| (*see also* Overseas trade of the UK) | |
| Bankruptcy orders (Q) | 6 June 1974 |
| Business names and limited partnerships (A) | 7 Mar. 1974 |
| Capital expenditure: manufacturing, distributive and service industries (Q) | 11 July 1974 |
| Catering trades turnover (M) | 11 July 1974 |
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| Companies: | |
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| new registrations: | |
| Gt. Britain (M) | 25 July 1974 |
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| Construction work overseas (A) | 11 Oct. 1973 |
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| Food: | |
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| household consumption (Q), | 1 Aug. 1974 |
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| Release dates of economic statistics | 25 July 1974 |

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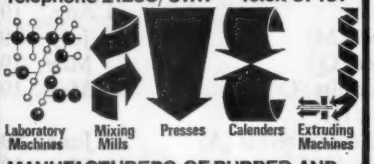


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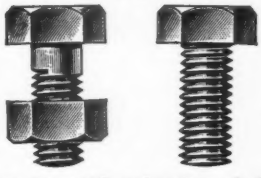

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